

FIG. 1A

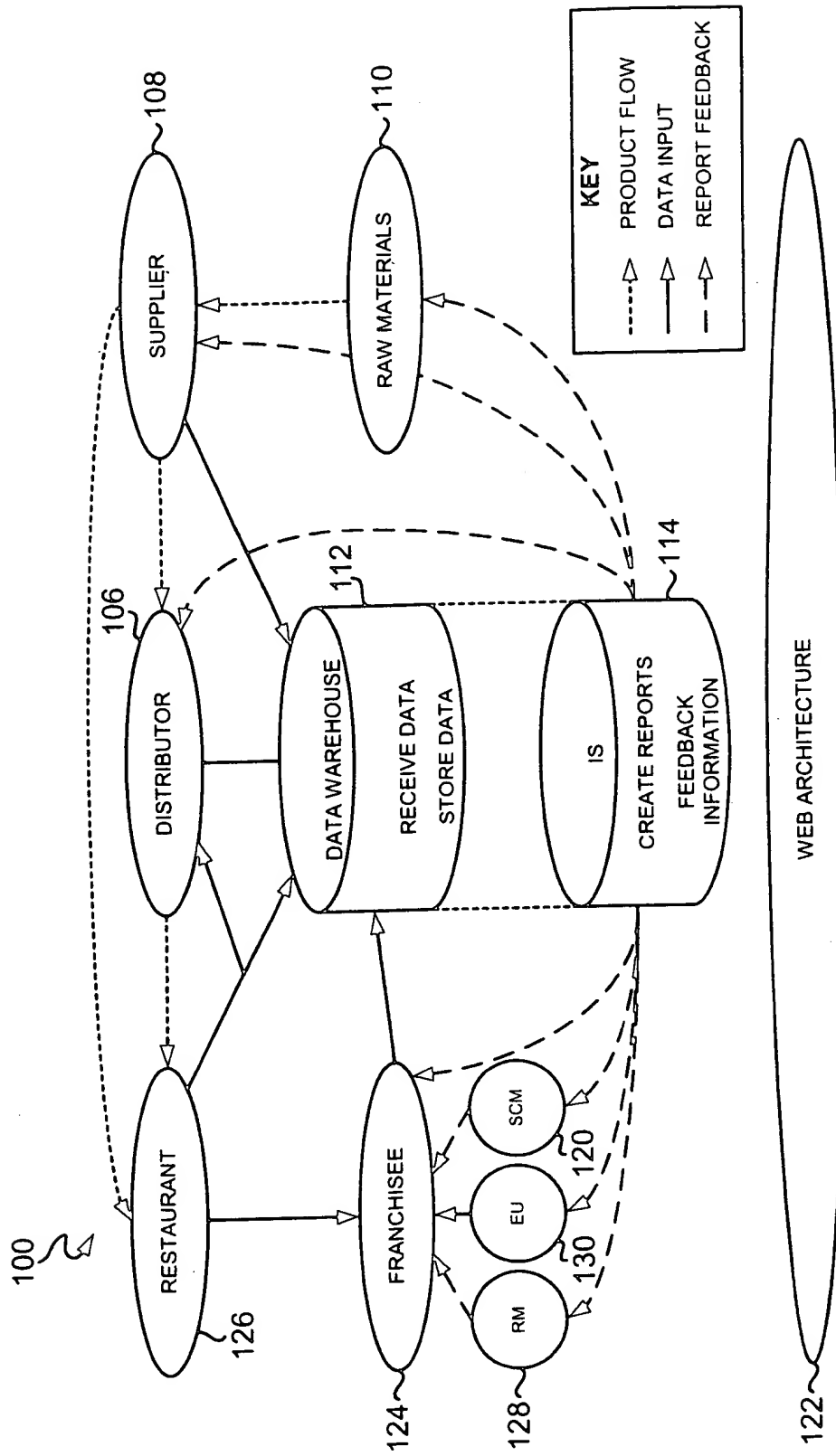


FIG. 1B

109020" E945T860

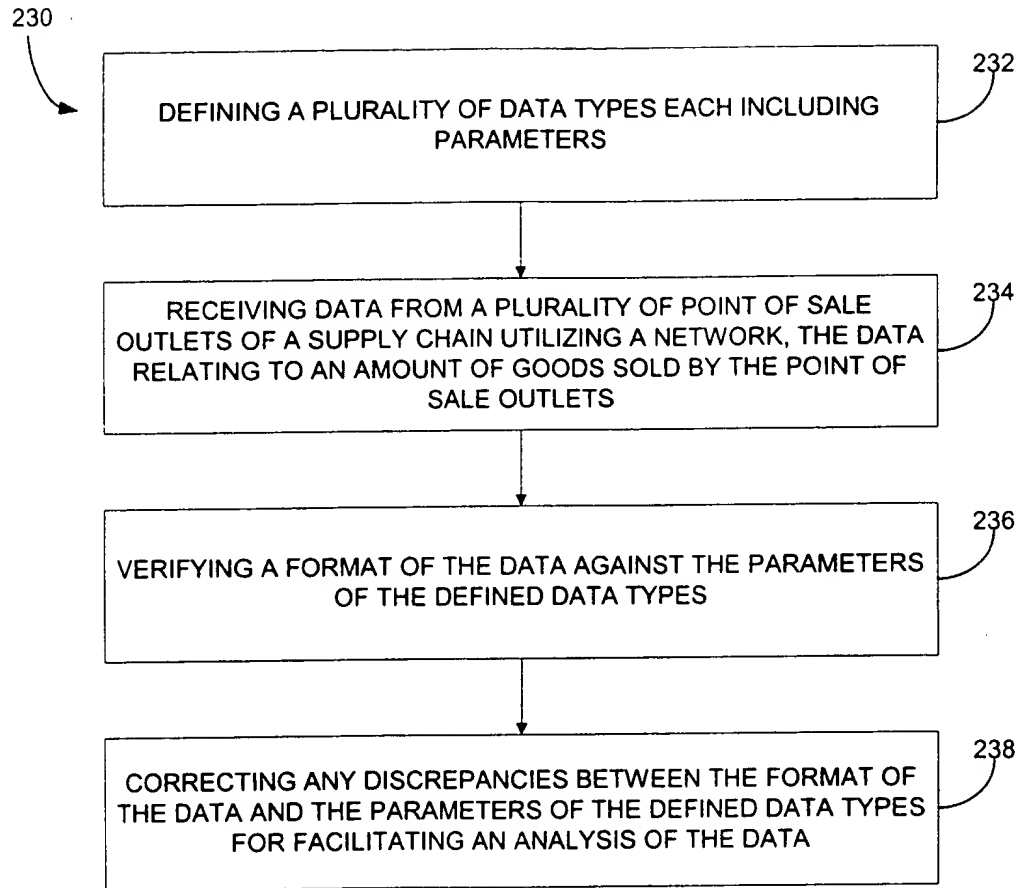


FIG. 2

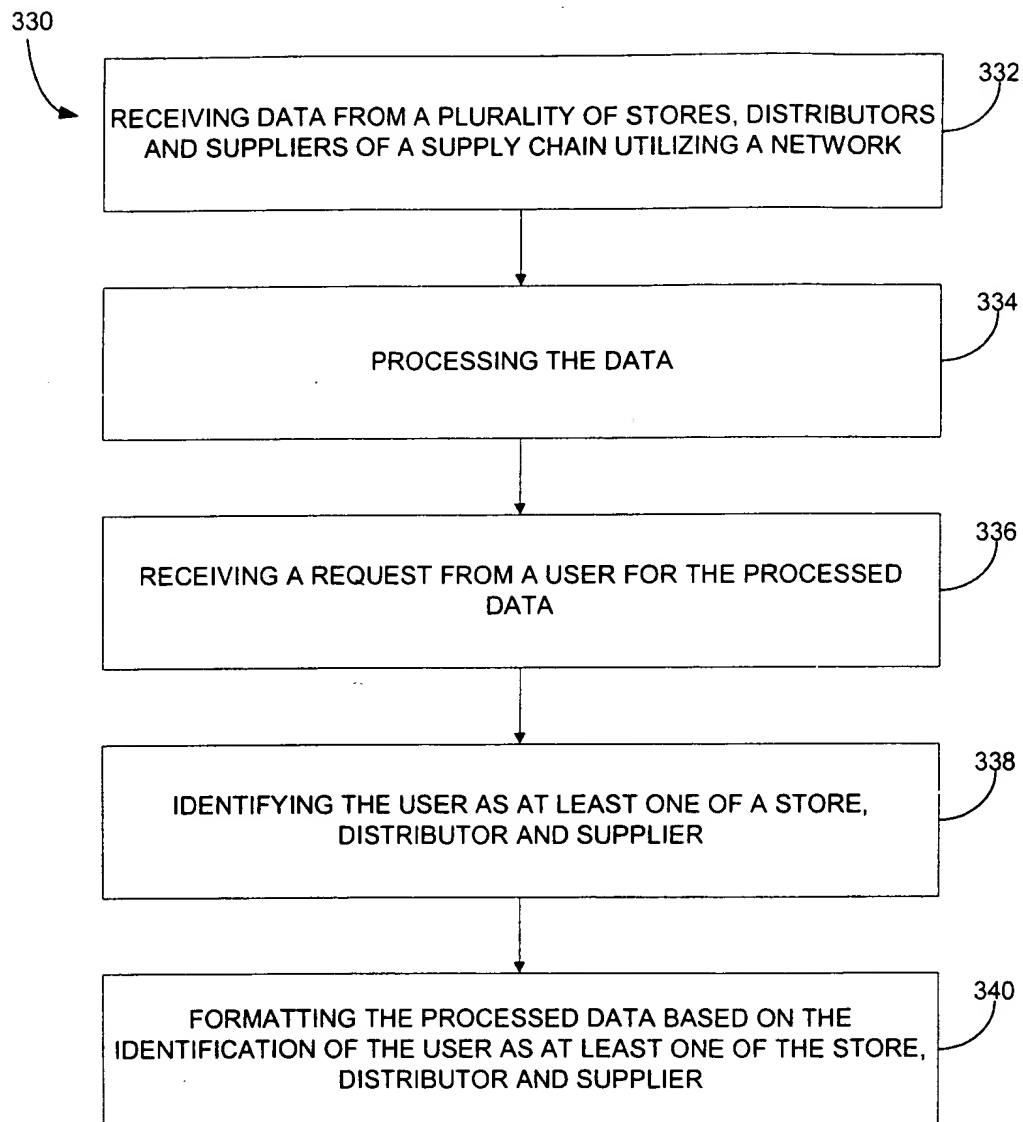


FIG. 3

09815463.07004
FO9020" E945T860

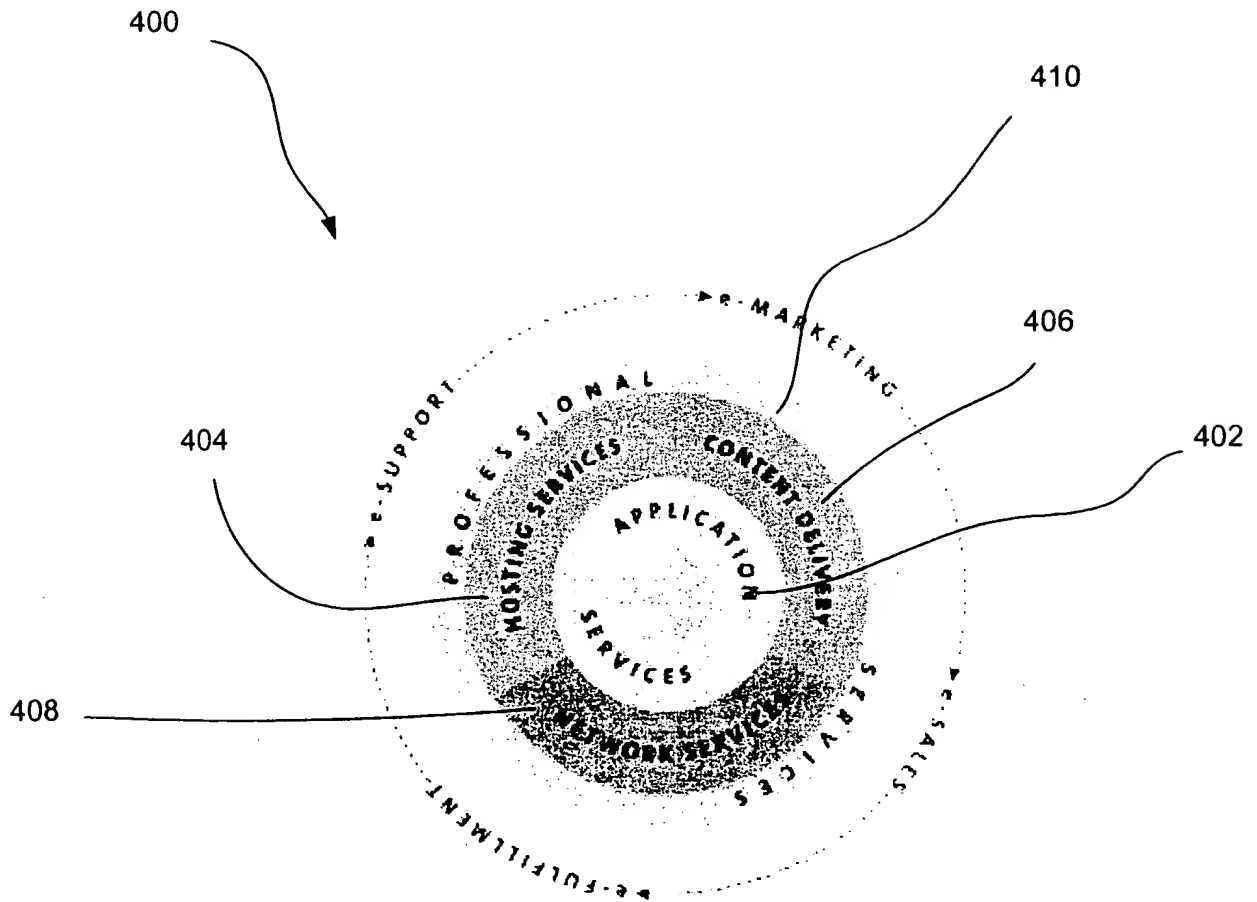


Fig. 4

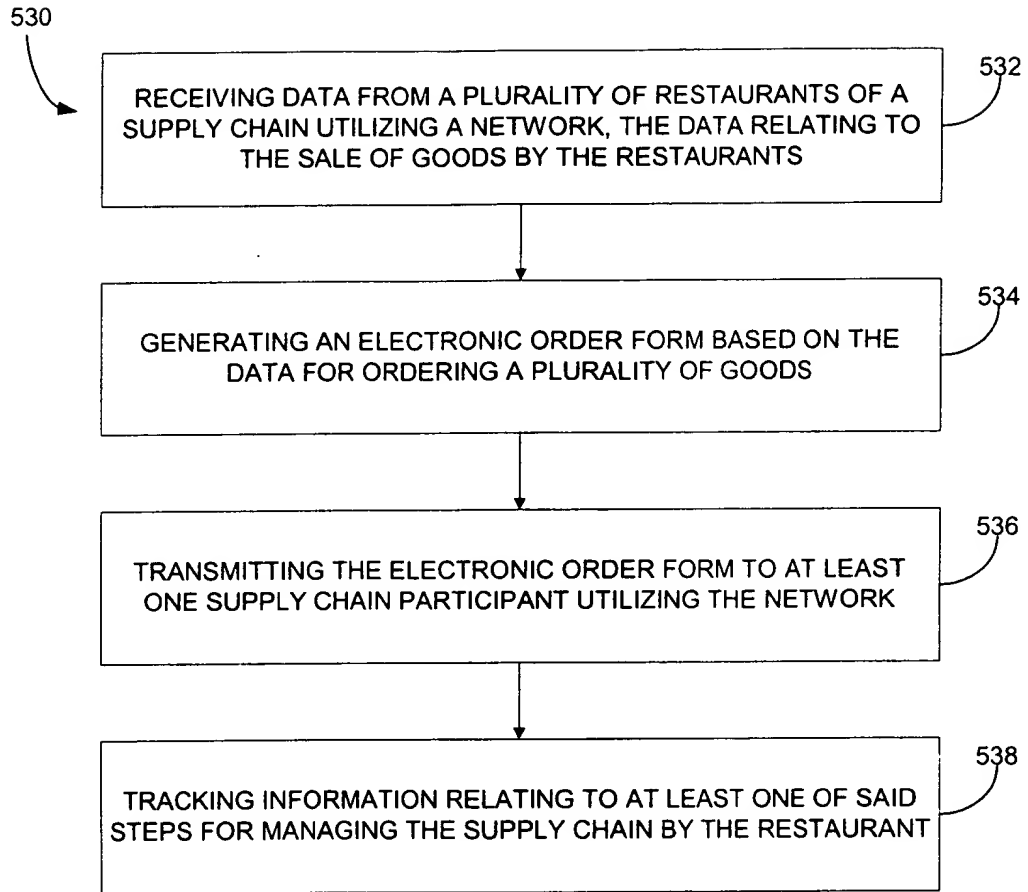


FIG. 5

09015463.070604

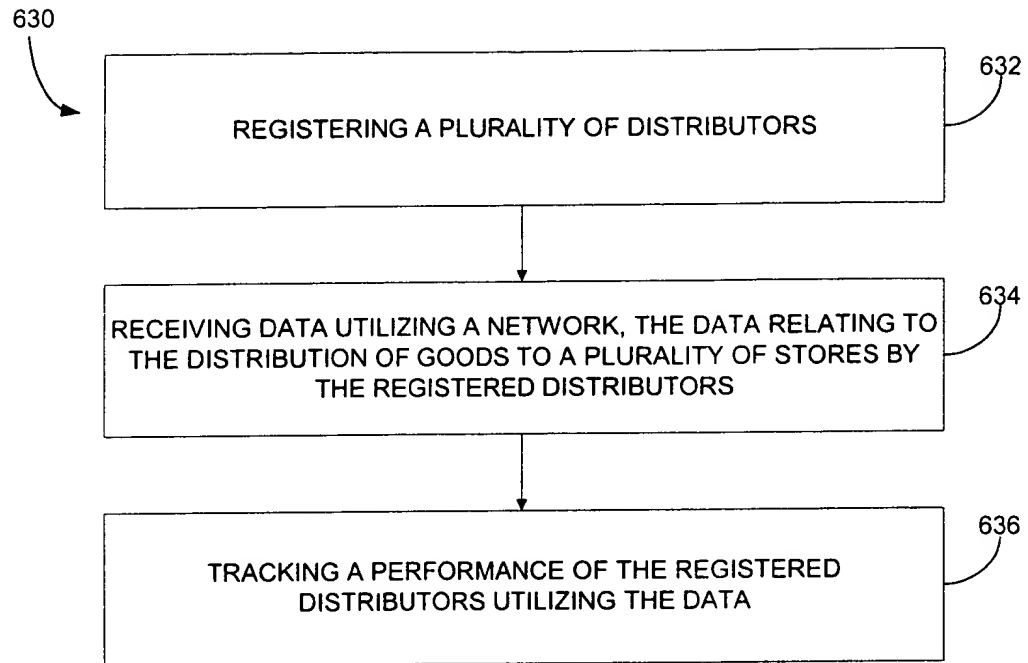


FIG. 6

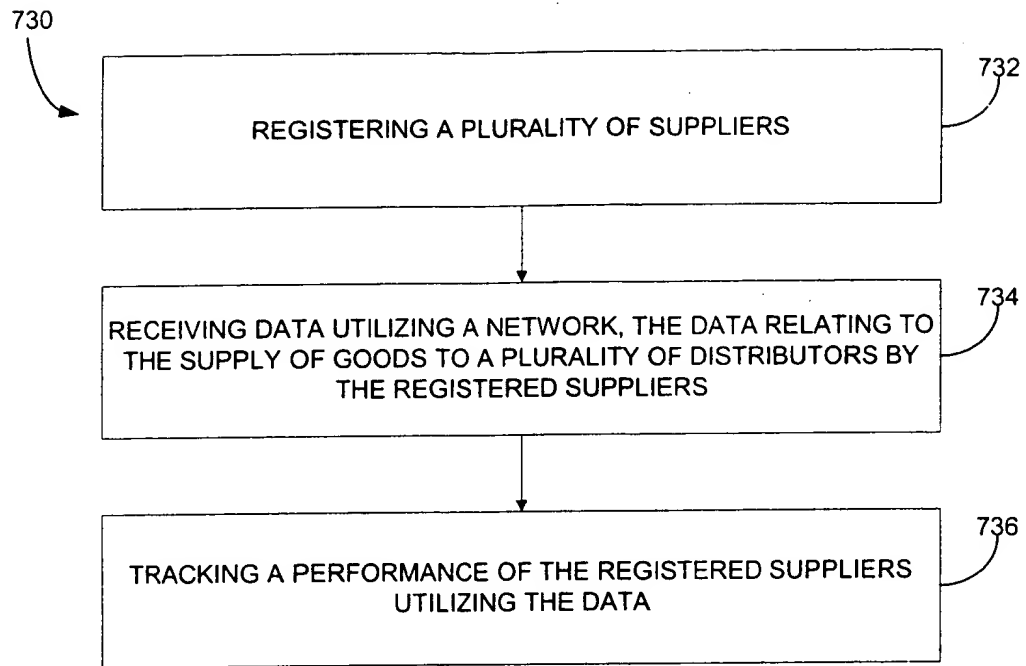


FIG. 7

```

graph TD
    830 --> 832
    832 --> 834
    834 --> 836
    836 --> 838

```

830

832 REGISTERING A PLURALITY OF DISTRIBUTORS AND SUPPLIERS EACH IN ONE OF A PLURALITY OF MARKETPLACES, WHEREIN EACH MARKETPLACE INCLUDES THE SUPPLY AND DISTRIBUTION OF AT LEAST ONE OF A PLURALITY OF GOODS USED BY A PLURALITY OF STORES

834 RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO THE DISTRIBUTION AND SUPPLY OF GOODS TO THE STORES BY THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES

836 PARSING THE DATA BASED ON MARKETPLACES

838 TRACKING A PERFORMANCE OF THE REGISTERED DISTRIBUTORS AND SUPPLIERS IN EACH OF THE MARKETPLACES UTILIZING THE DATA

FIG. 8

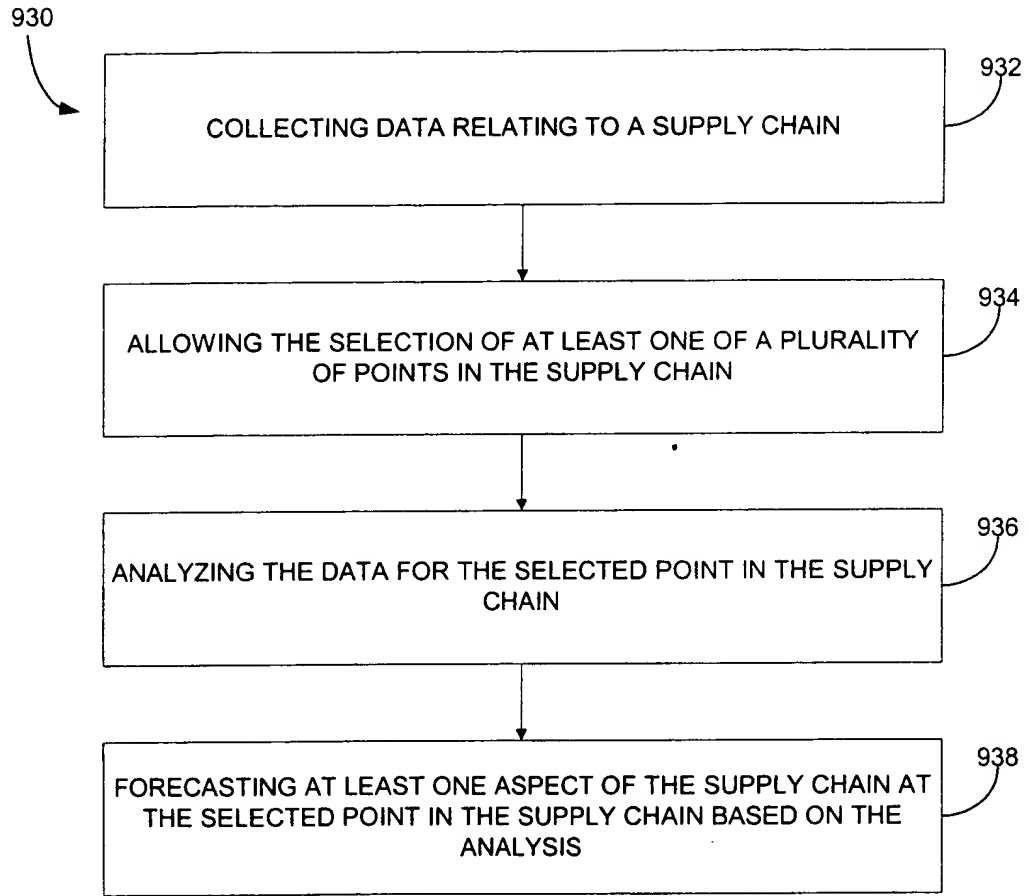


FIG. 9

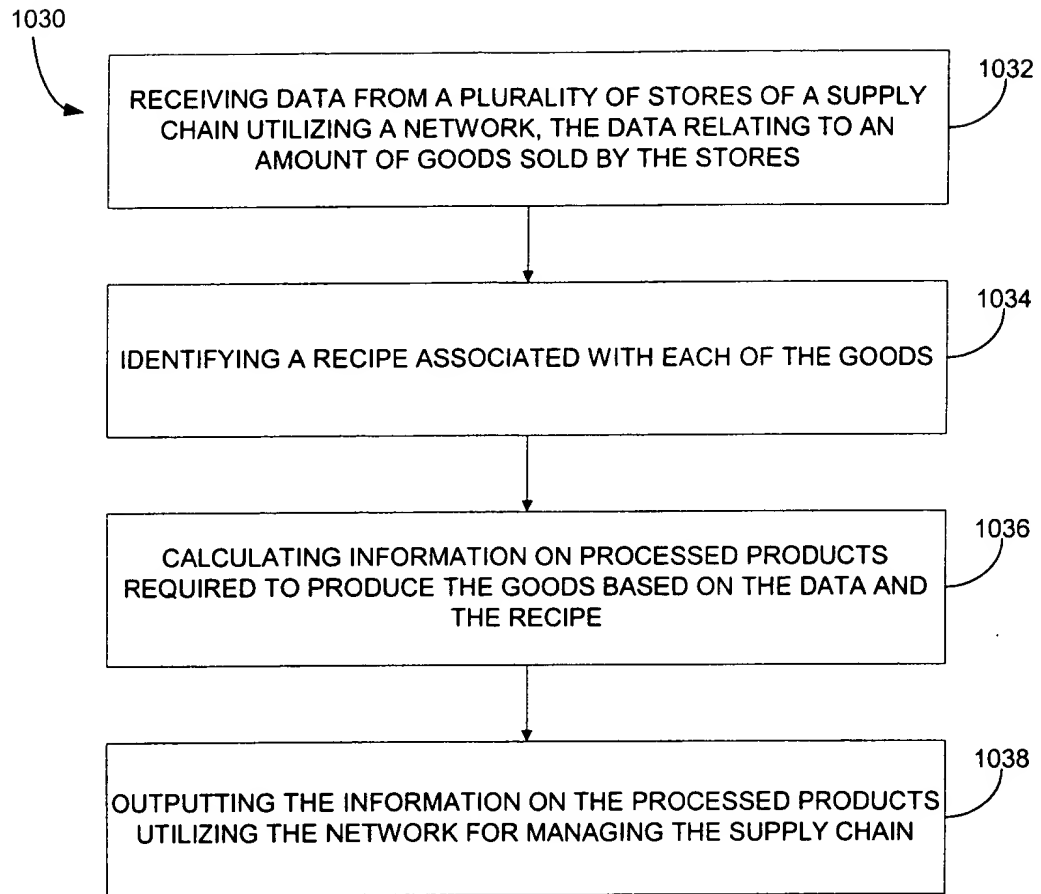


FIG. 10

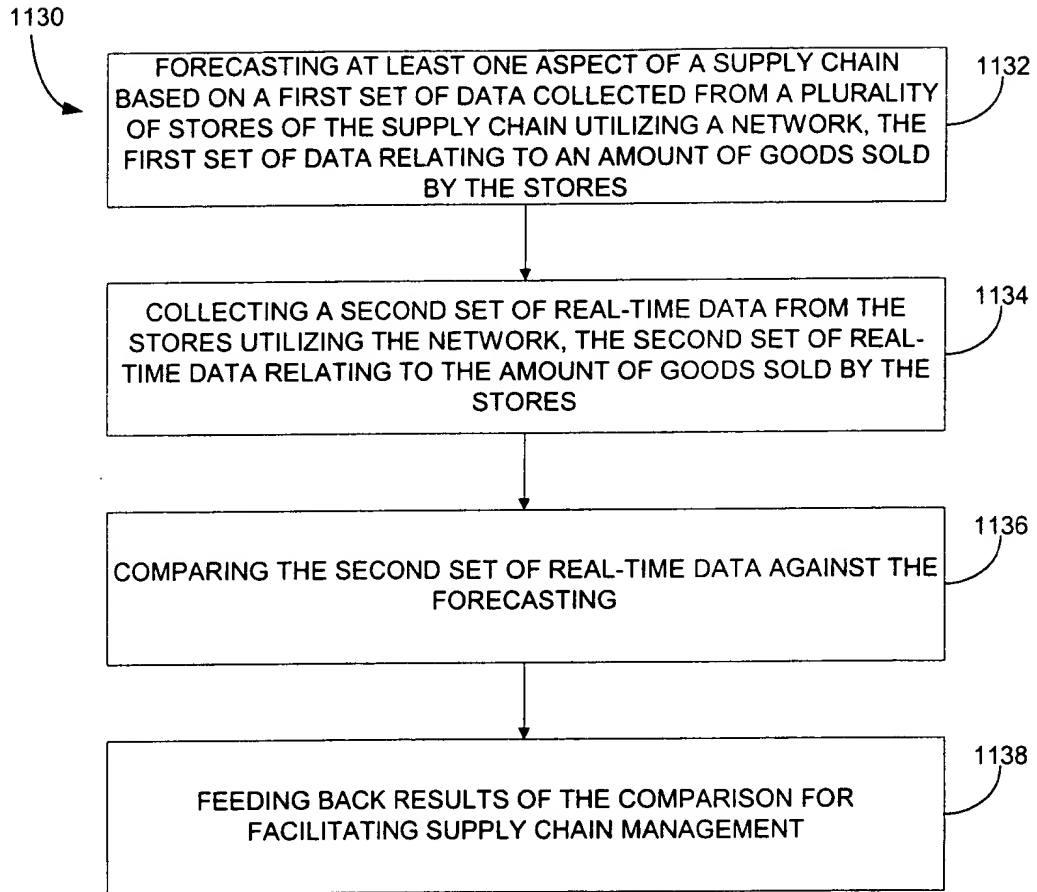


FIG. 11

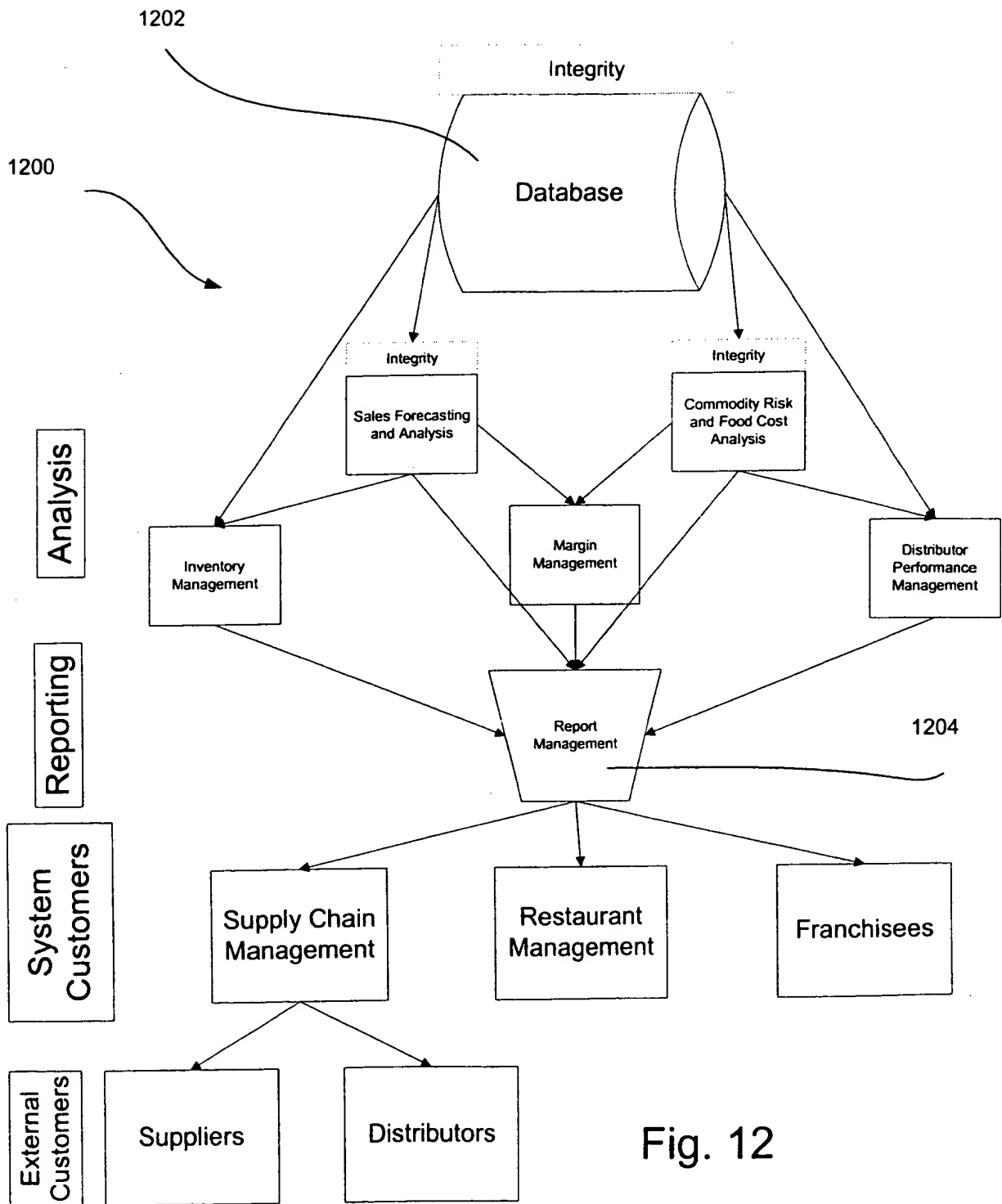


Fig. 12

09845463-070604
T09020" E945T860

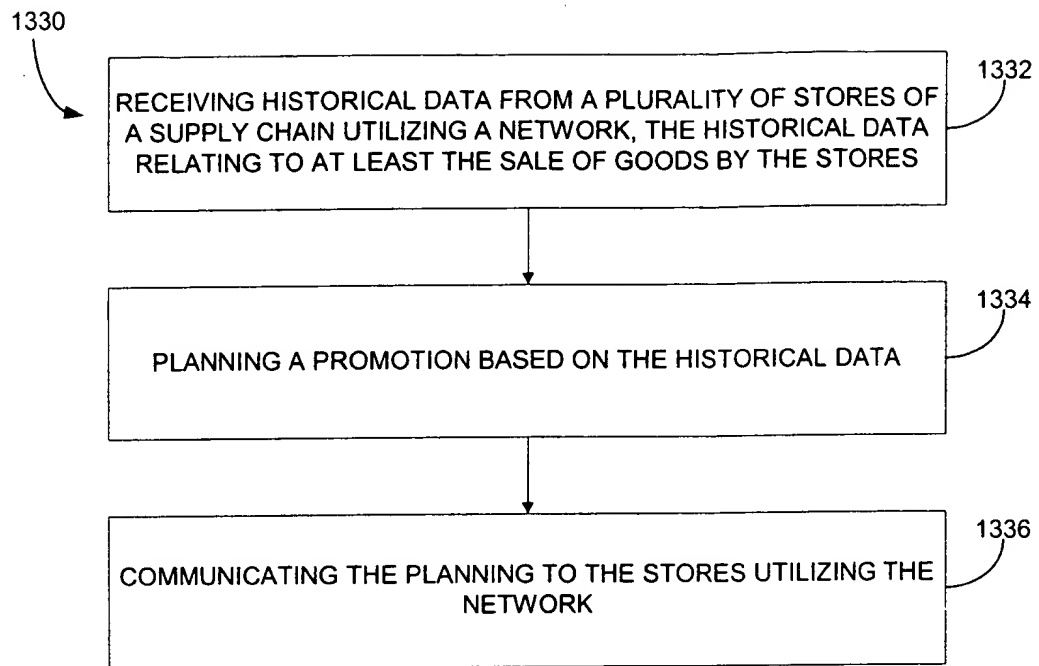


FIG. 13

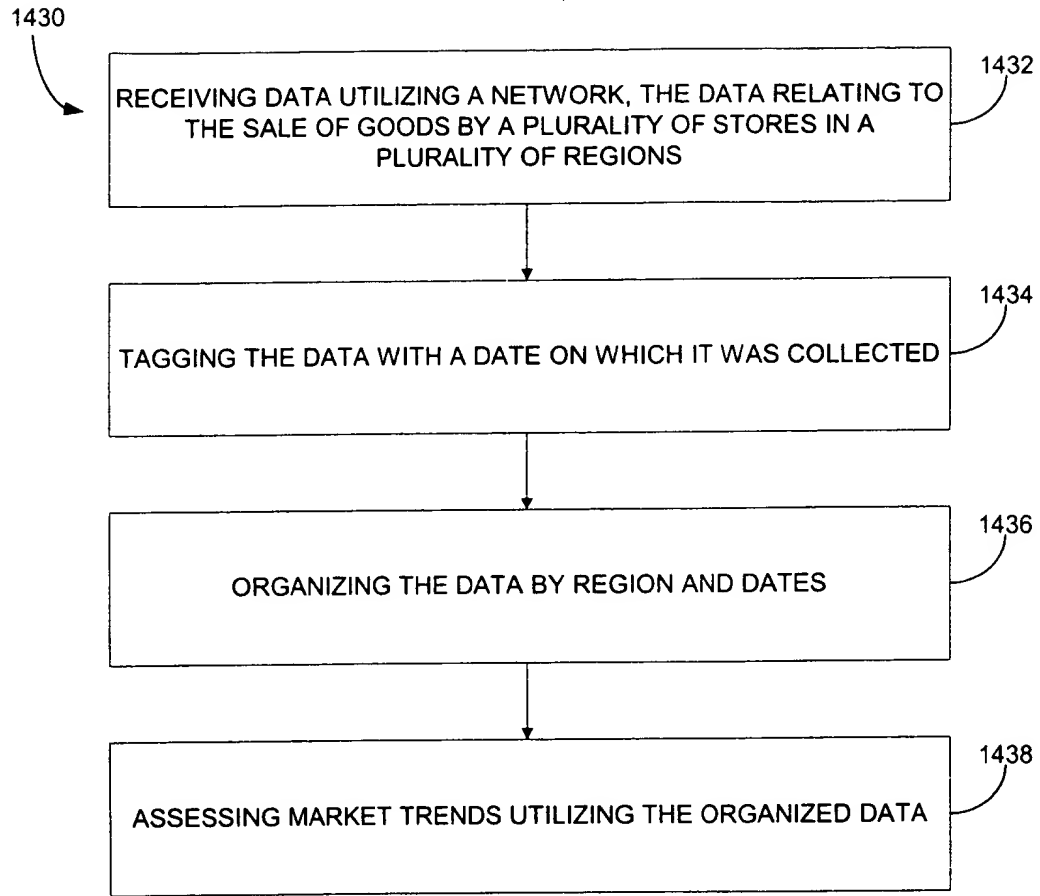


FIG. 14

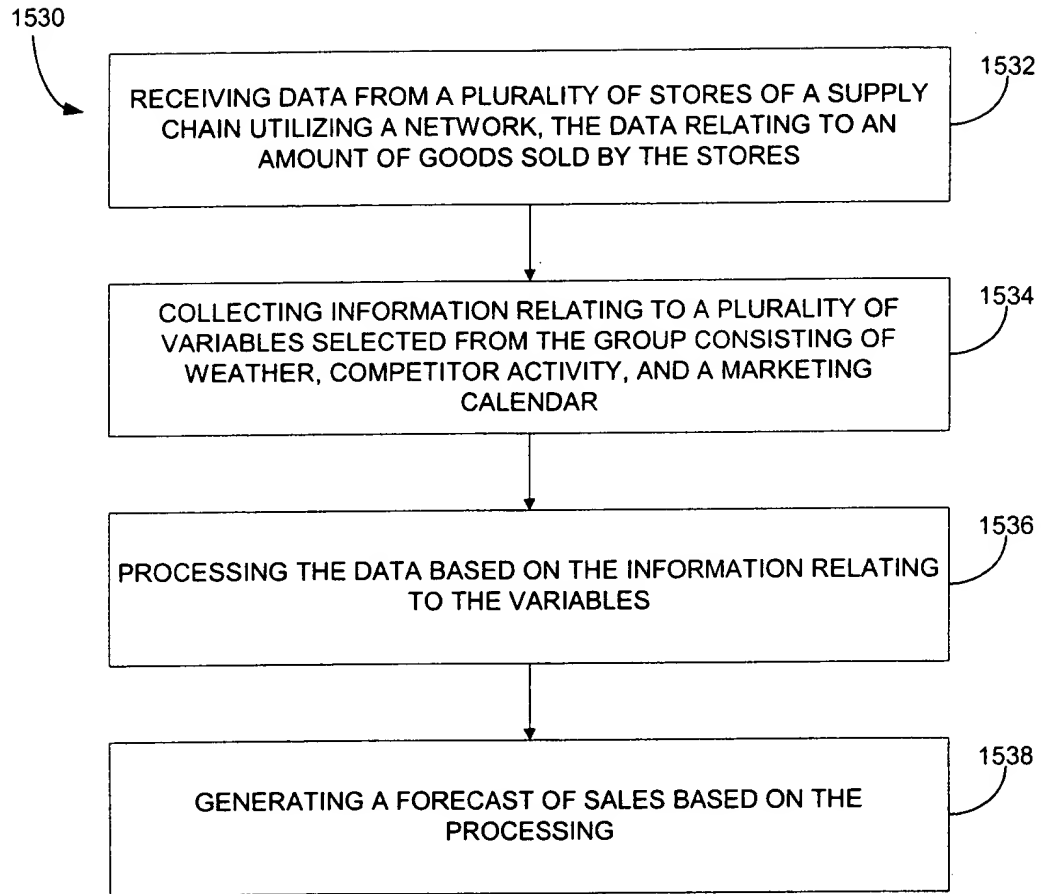


FIG. 15

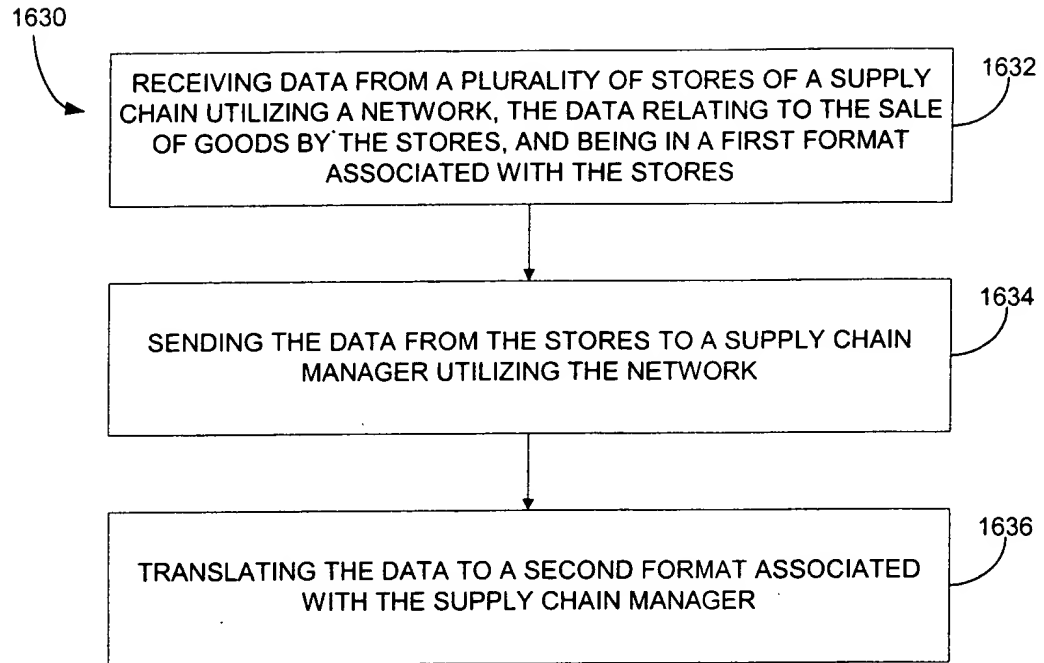


FIG. 16

09815463.070601

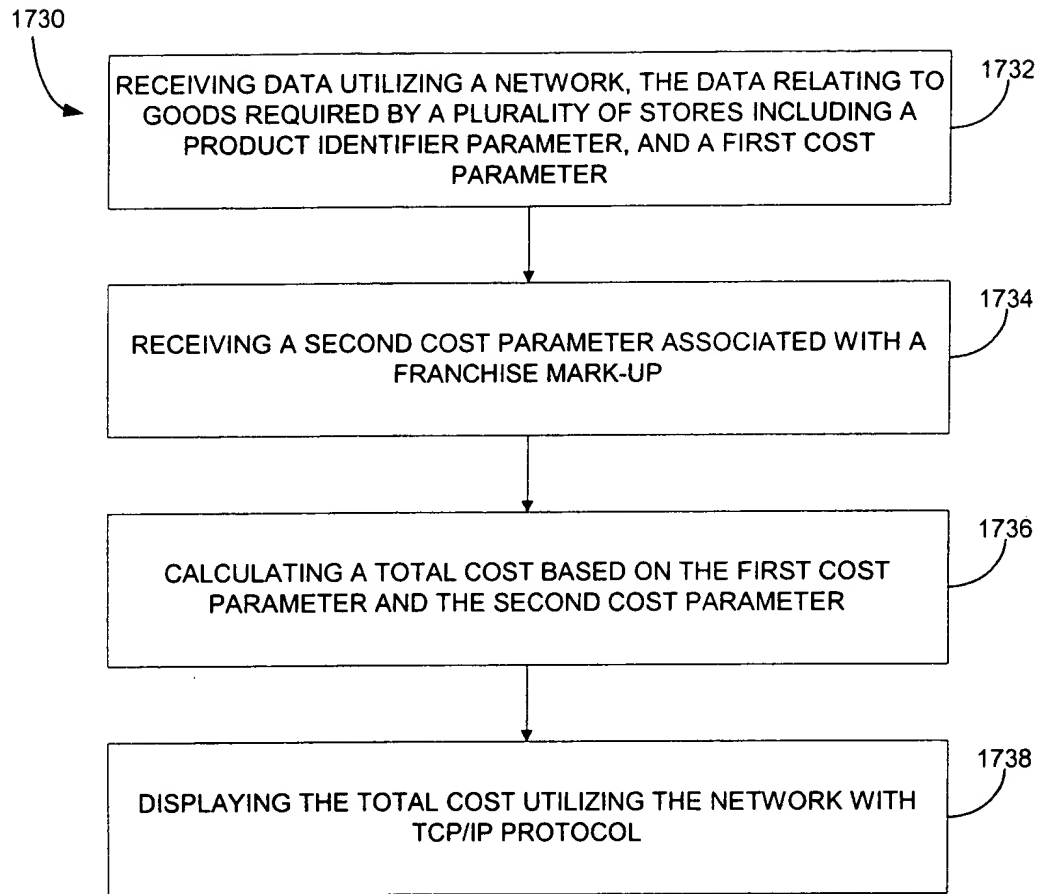


FIG. 17

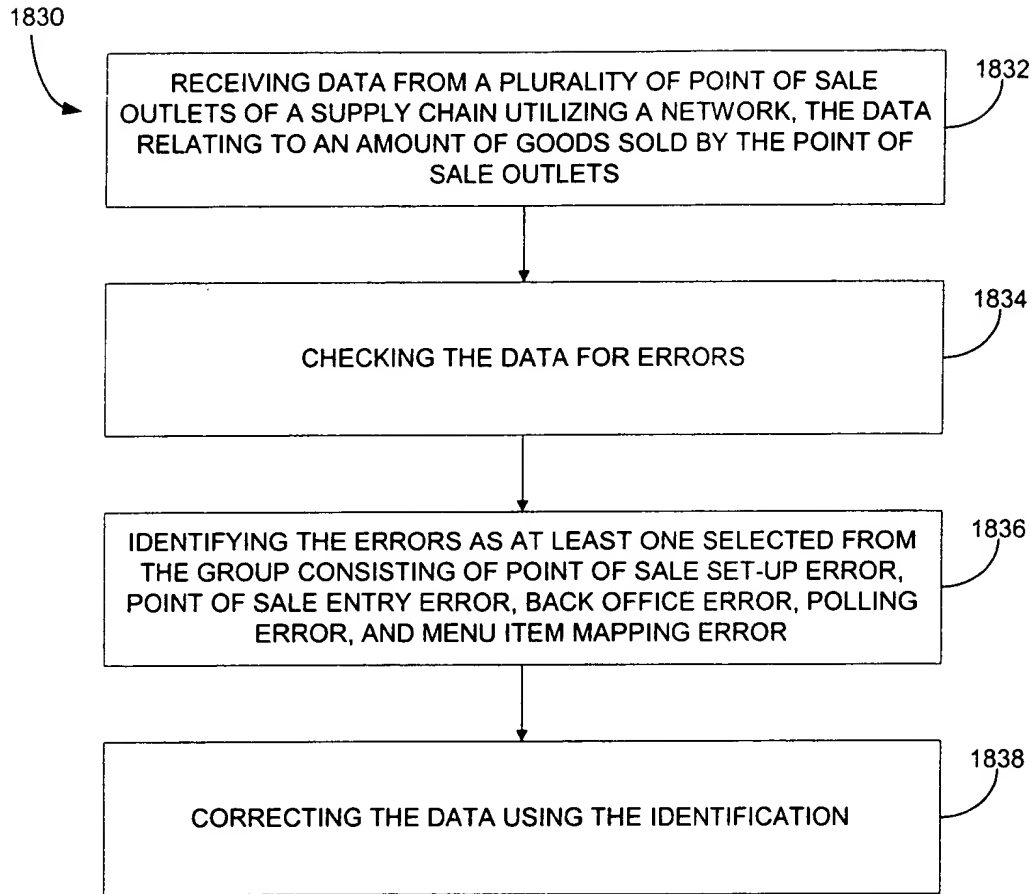


FIG. 18

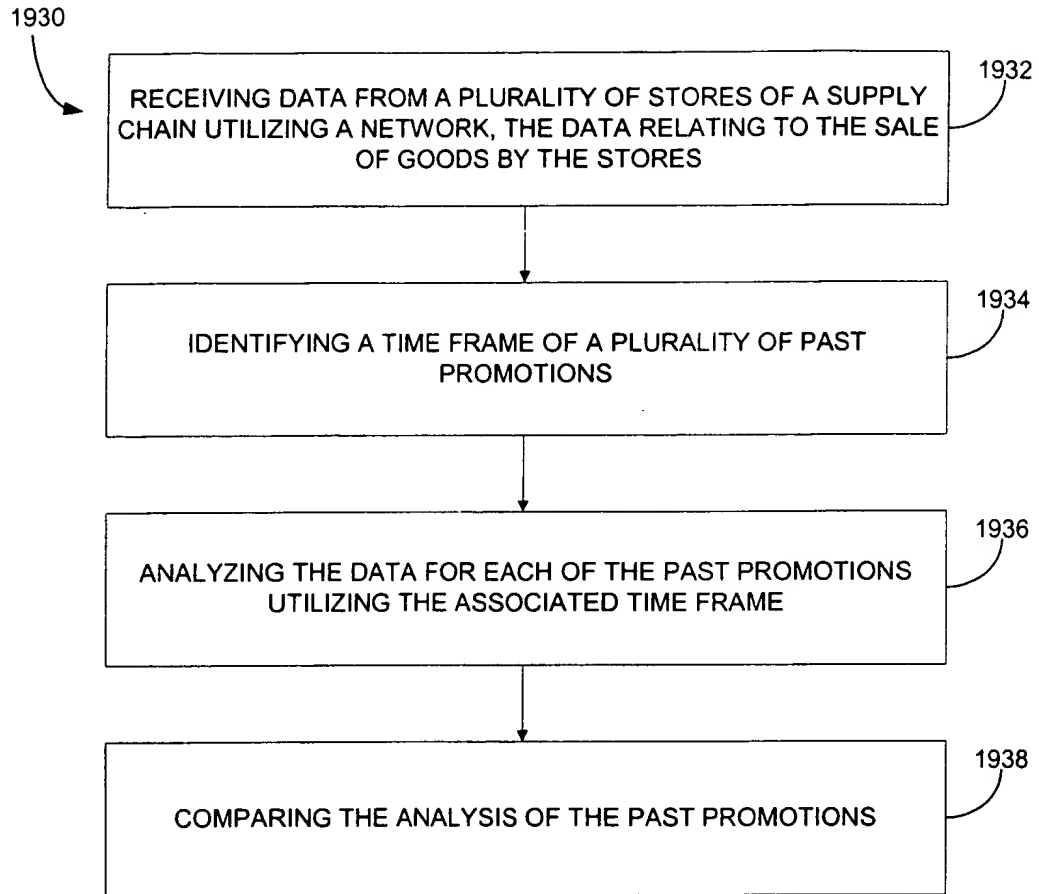


FIG. 19

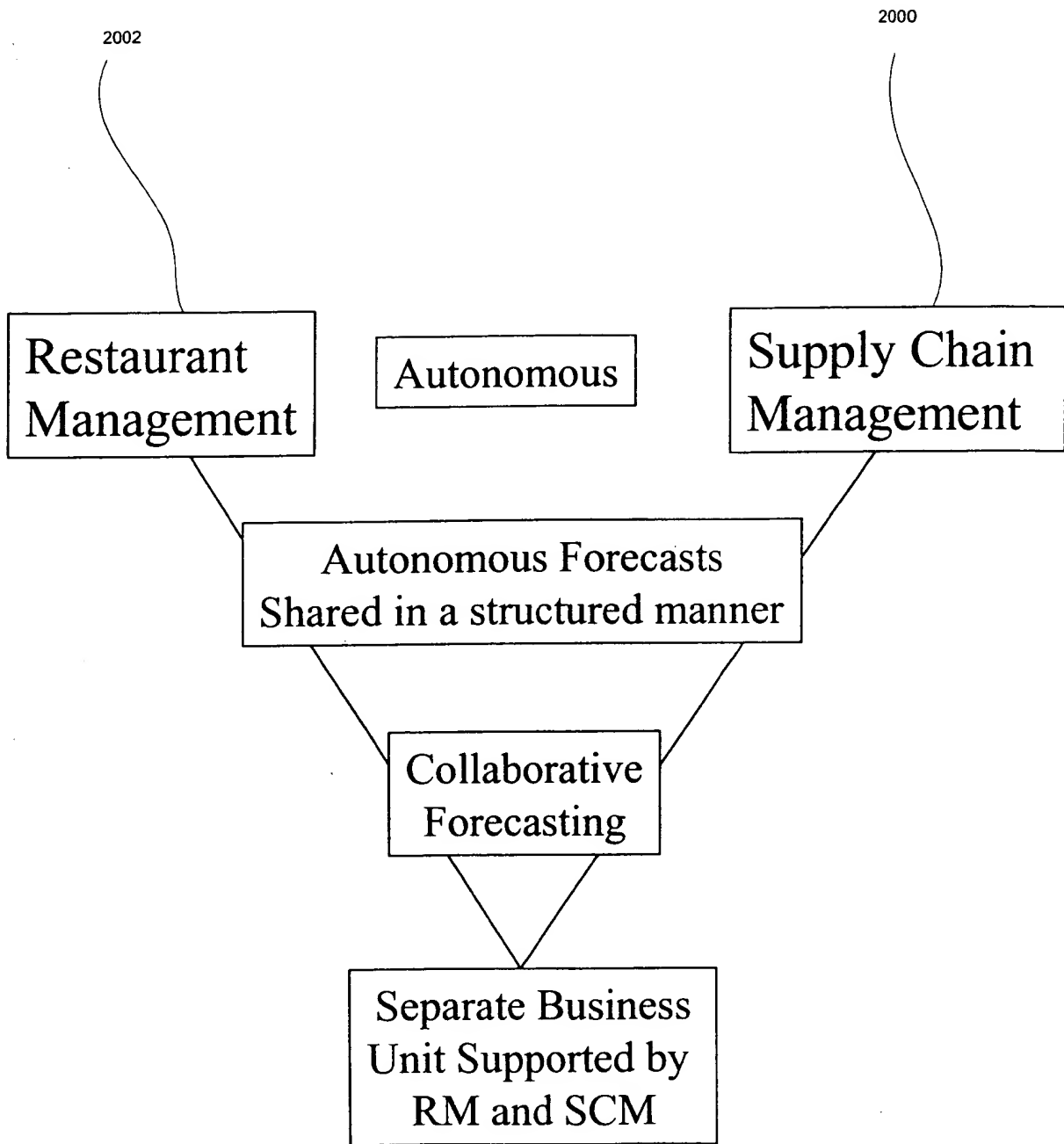


Fig. 20

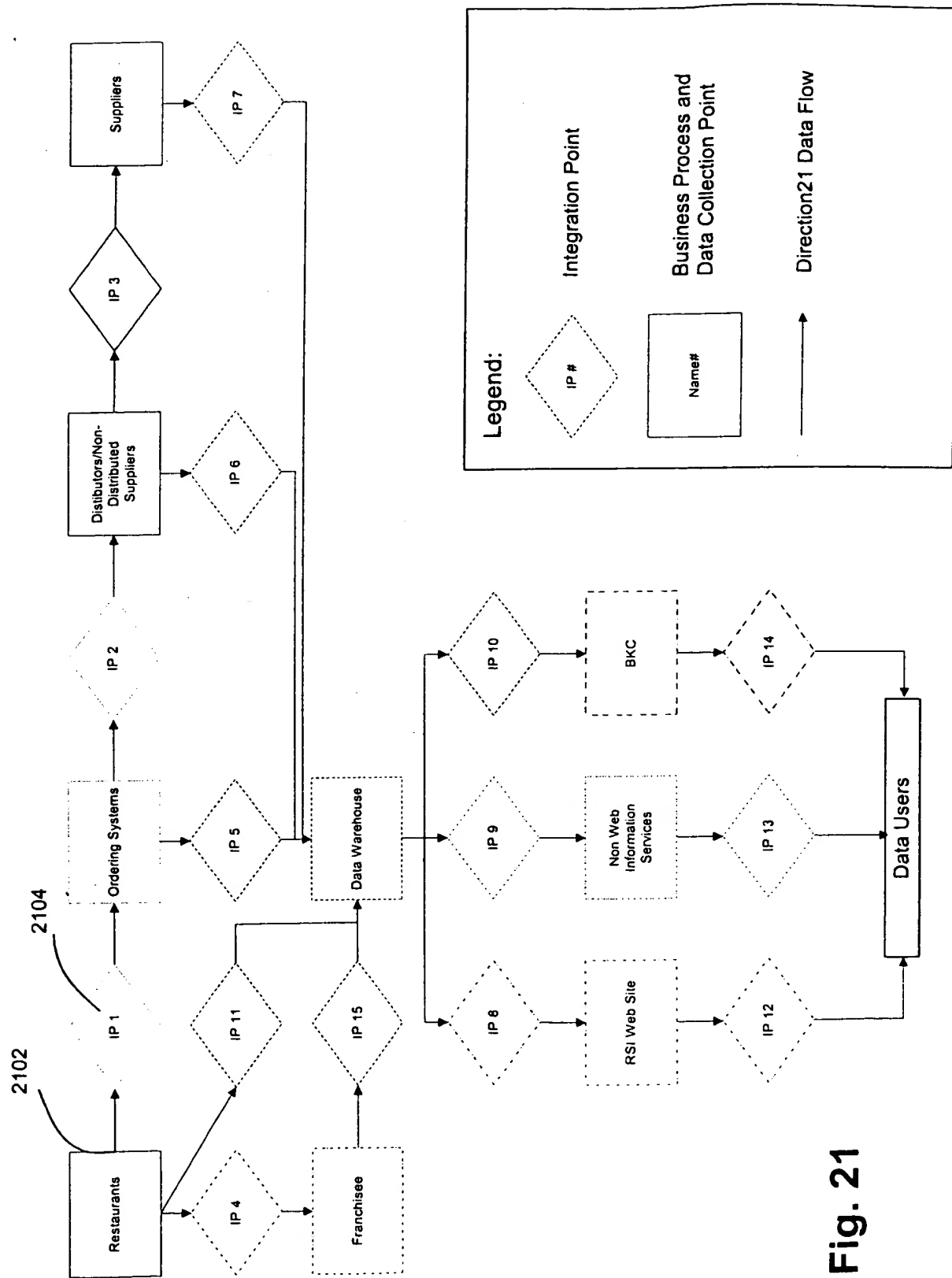


Fig. 21

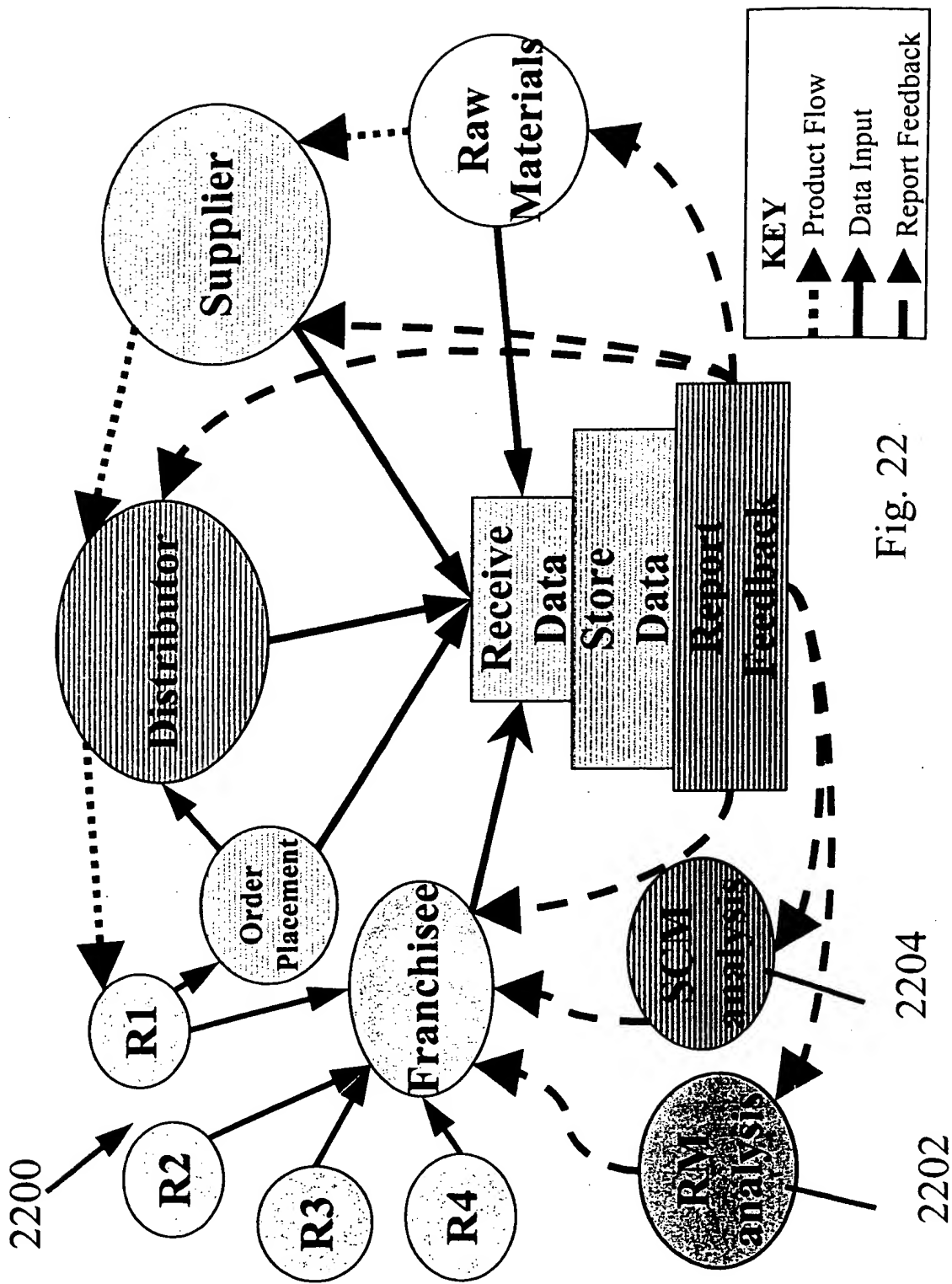


Fig. 22

2204

2202

2200

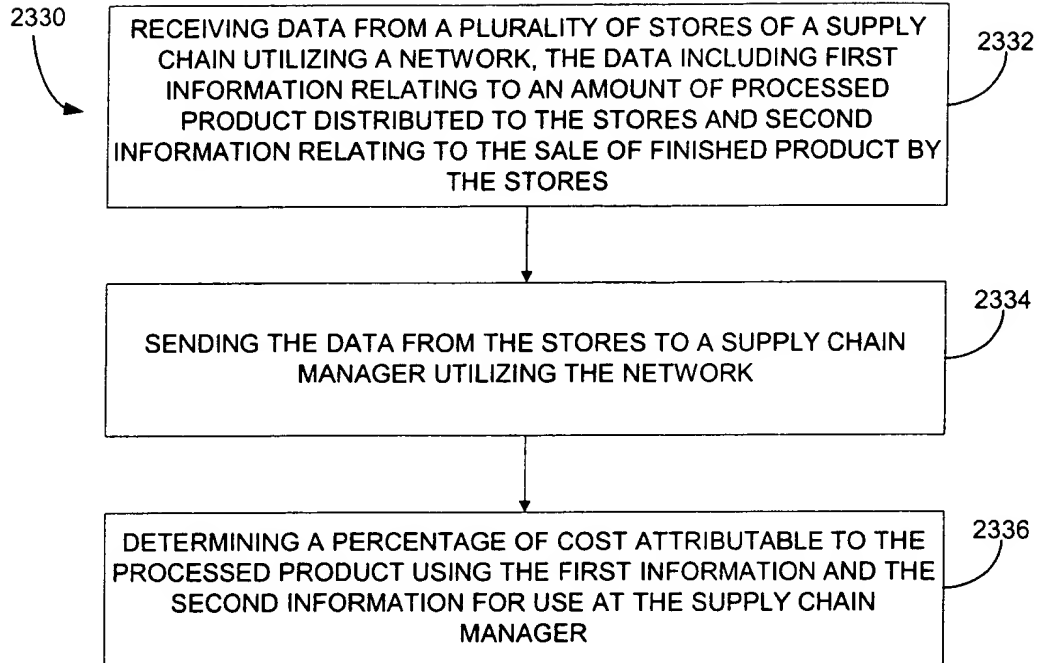


FIG. 23

FIG. 24

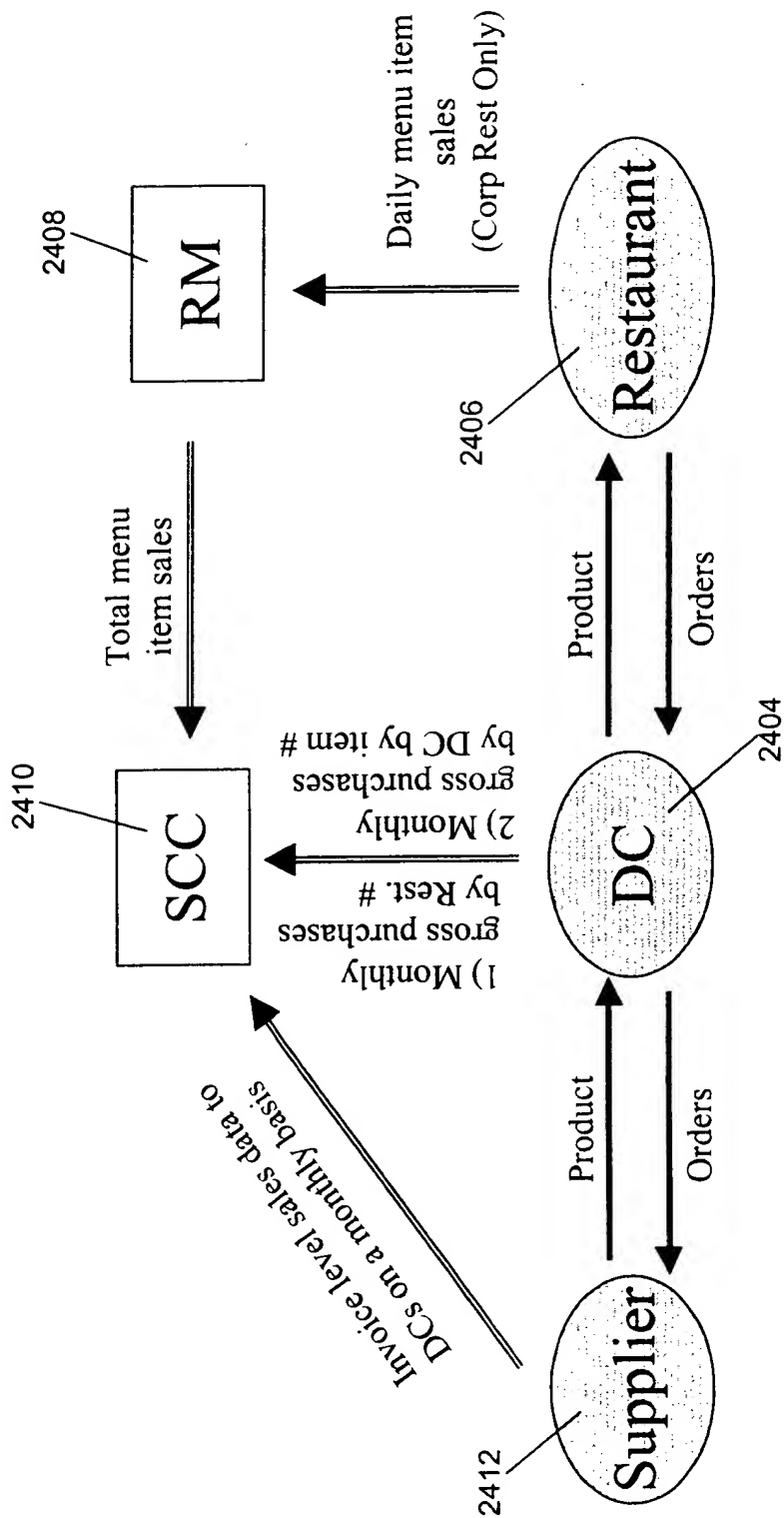


FIG. 25

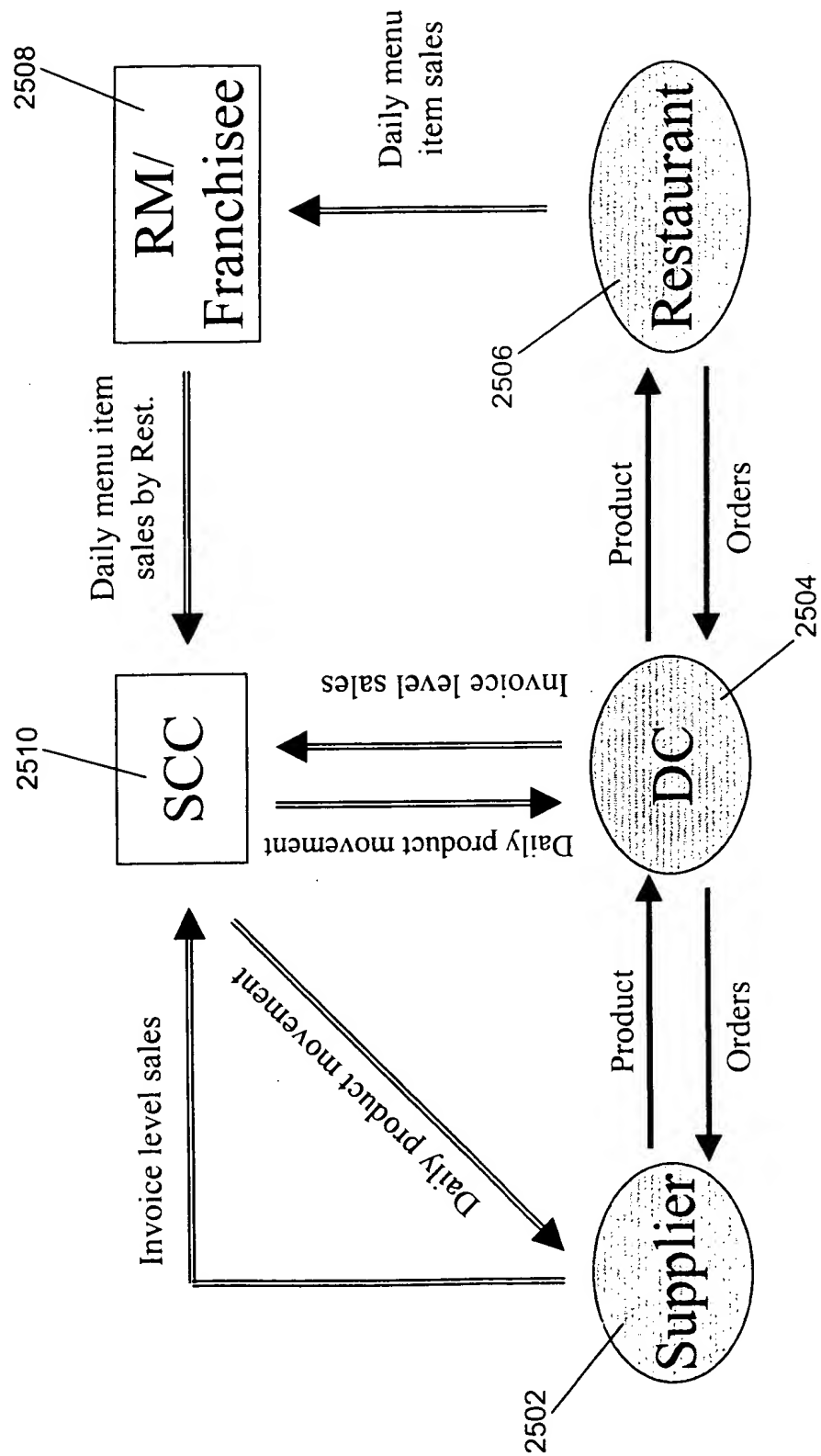


FIG. 27

2700



Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
T T al Sal s(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWVM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWVM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702



2020.07.06.15.43.09

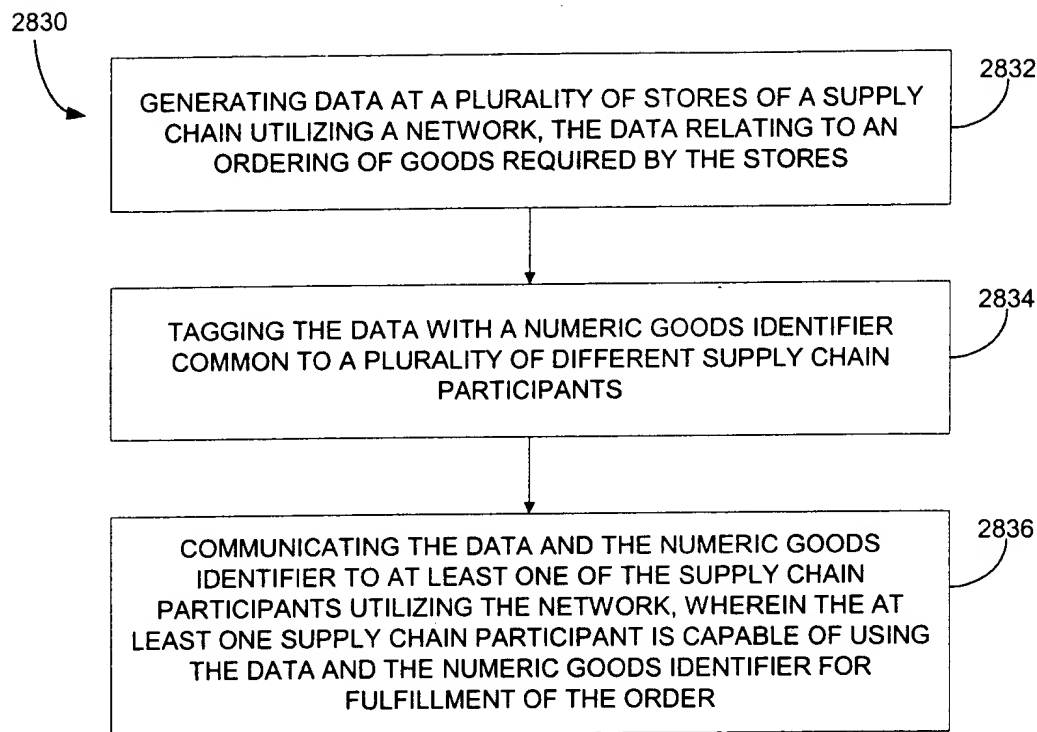


FIG. 28

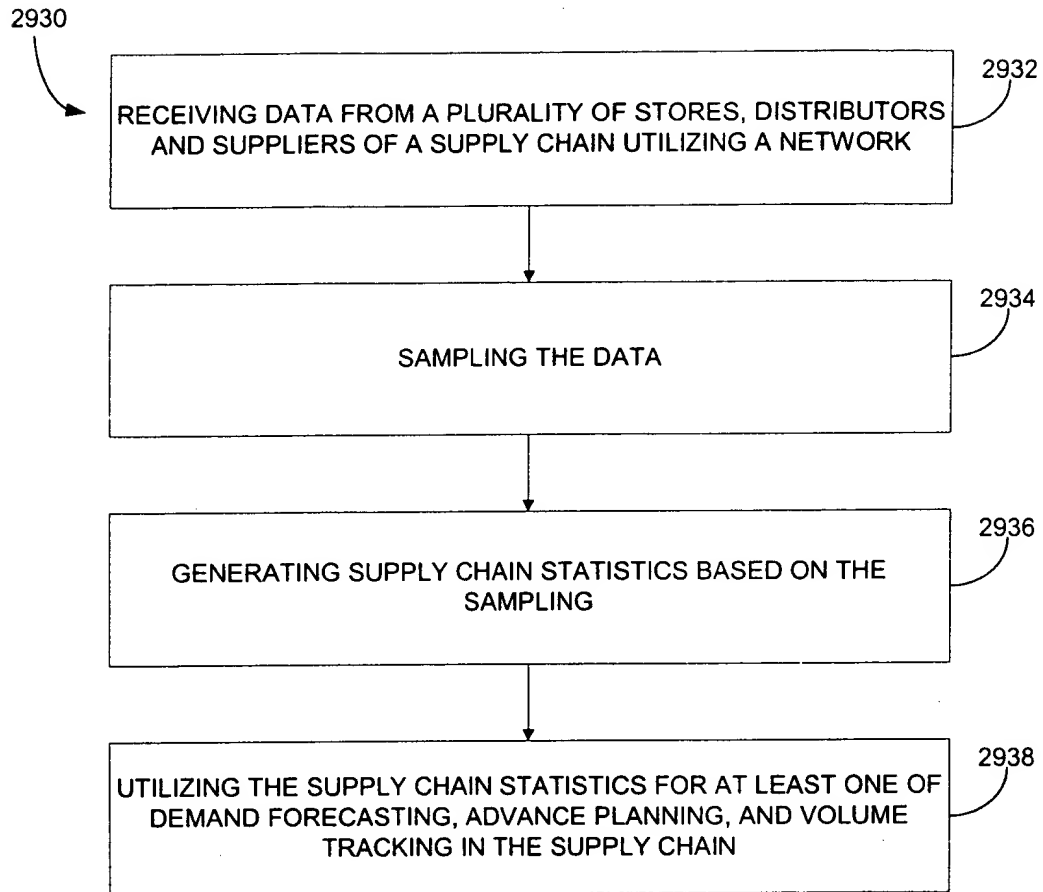


FIG. 29

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Cases:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
	Percent	0.23%	0.10%	0.09%	0.43%	0.00%	568
							0.86%

3004

Purchasing:	Cases:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
	Percent:	1.51%	0.11%	0.00%	1060
					1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

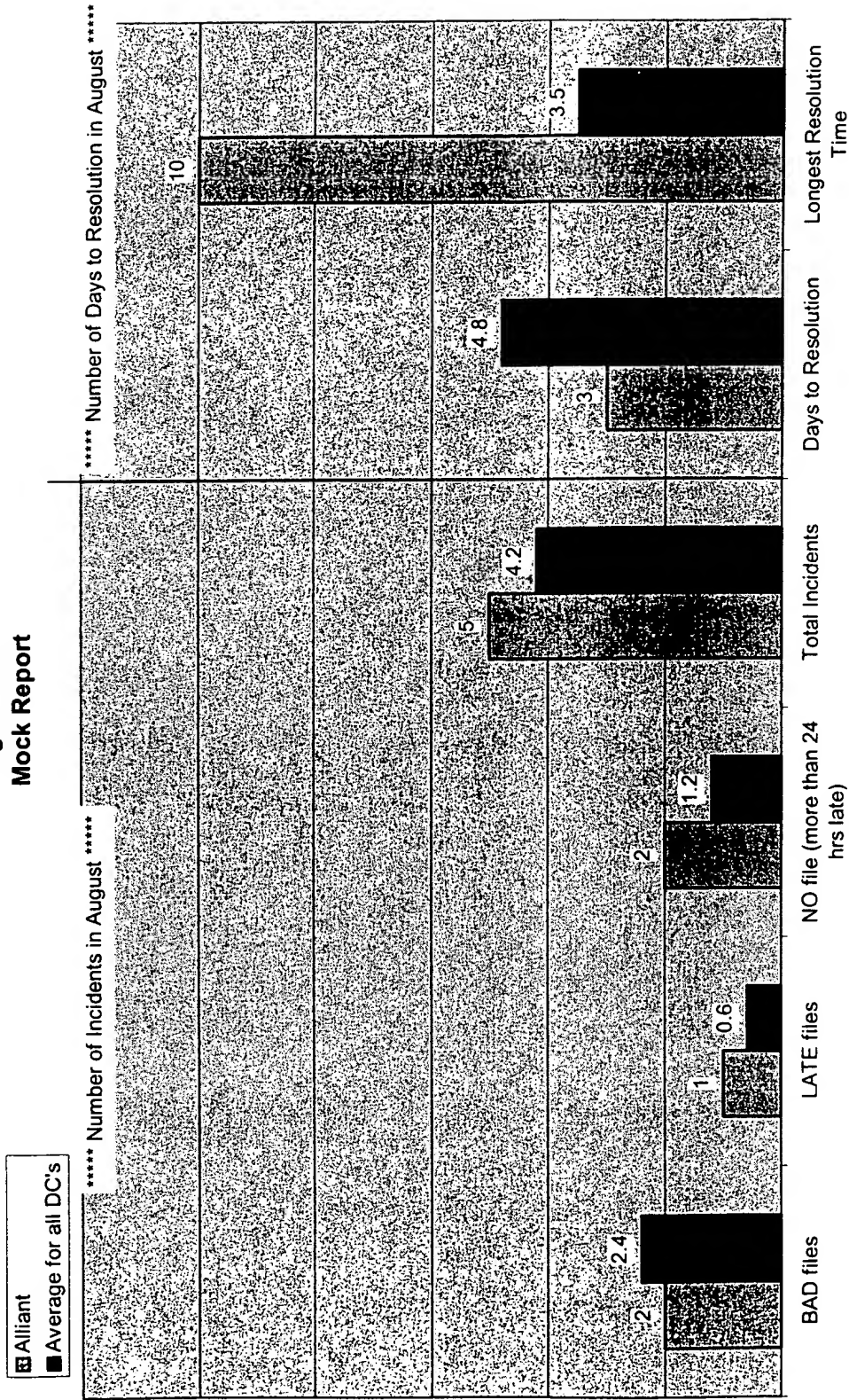


FIG. 31

103020" 2345T360

3200



Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England			
MBM Fullerton	99.13%		79.83%
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.55%	99.56%	85.39%
Shamrock Phoenix	98.81%		
Sygma Harrisburg			
Sygma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

4
95%
1.7
95%
0.93

Inventory Management:

Average Days On Hand
SKU #1
SKU #2
Max Days On Hand
SKU #1
SKU #2

19
22
40
32

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Monthly Carrying Cost
SKU #1
SKU #2
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

Invoice Accuracy:

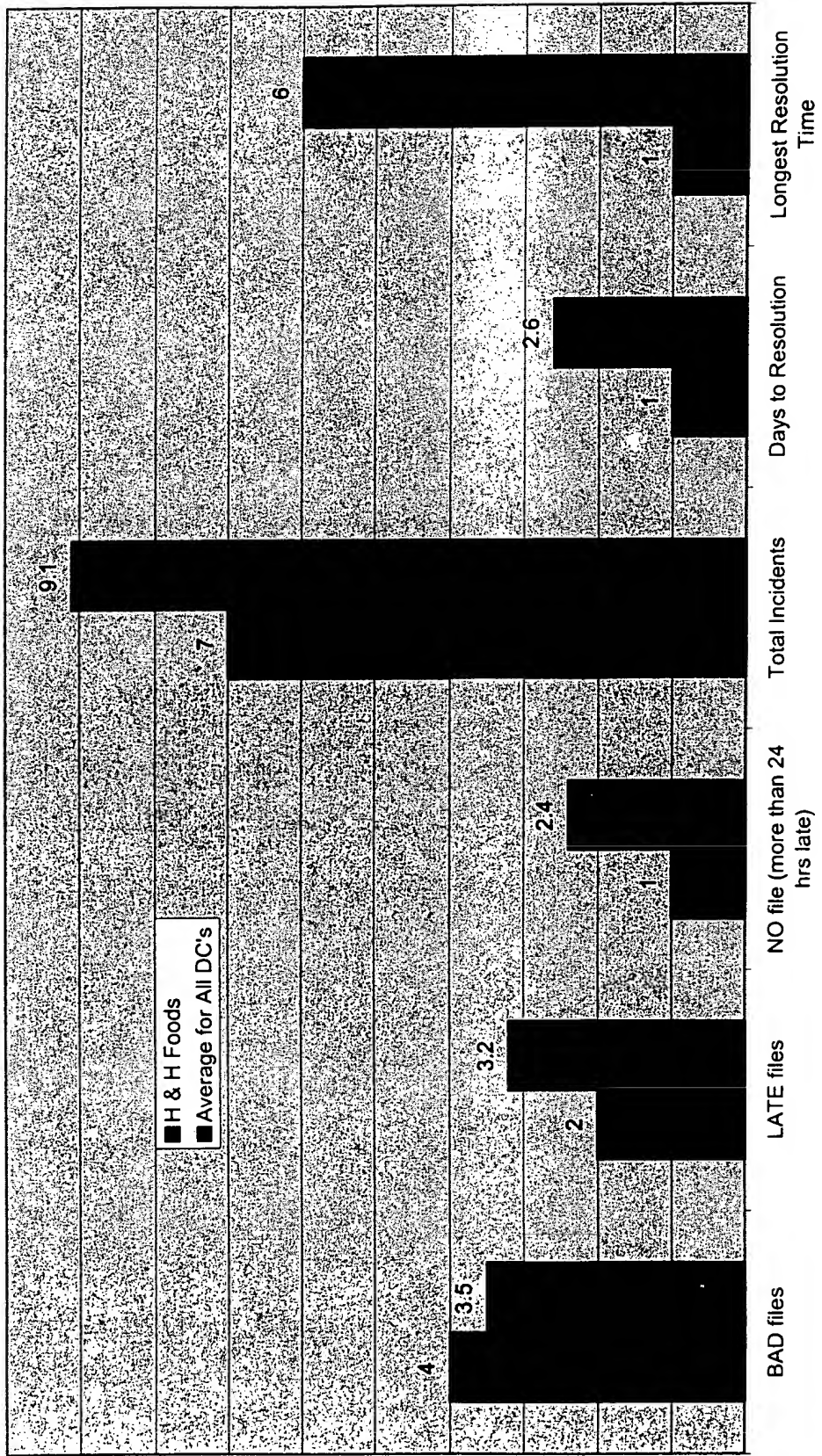
Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

97.25%
99.00%
92.34%

FIG. 34

**H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report**

3400 ↗





3500

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC-TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT-HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

3600

Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

09815463-070601

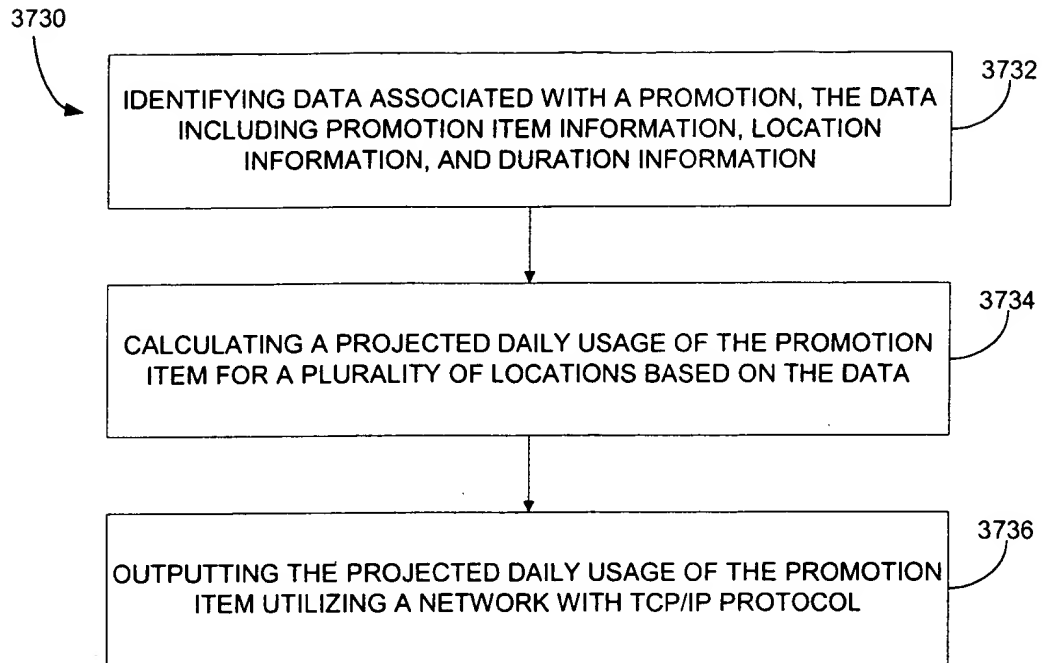


FIG. 37

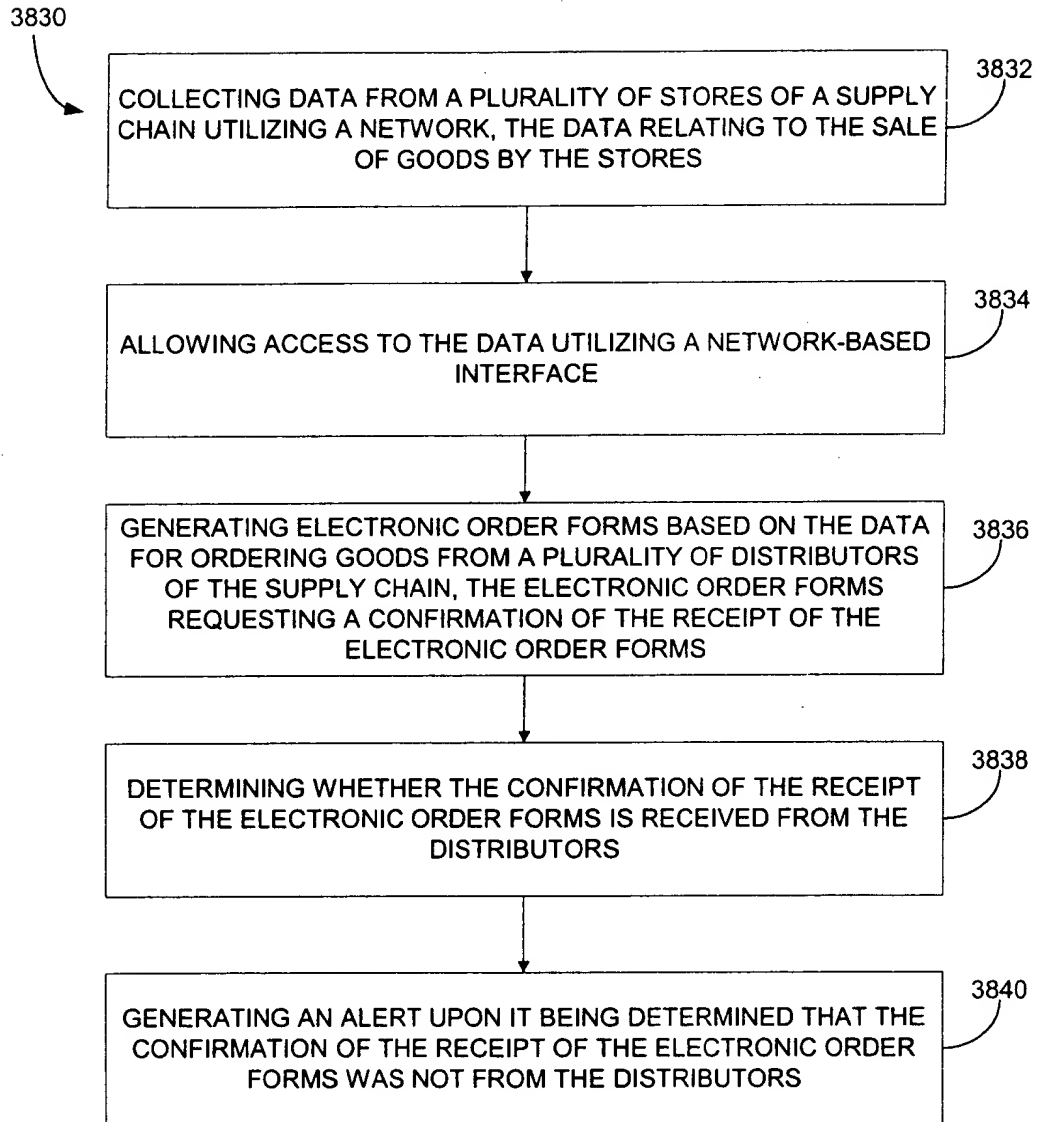


FIG. 38

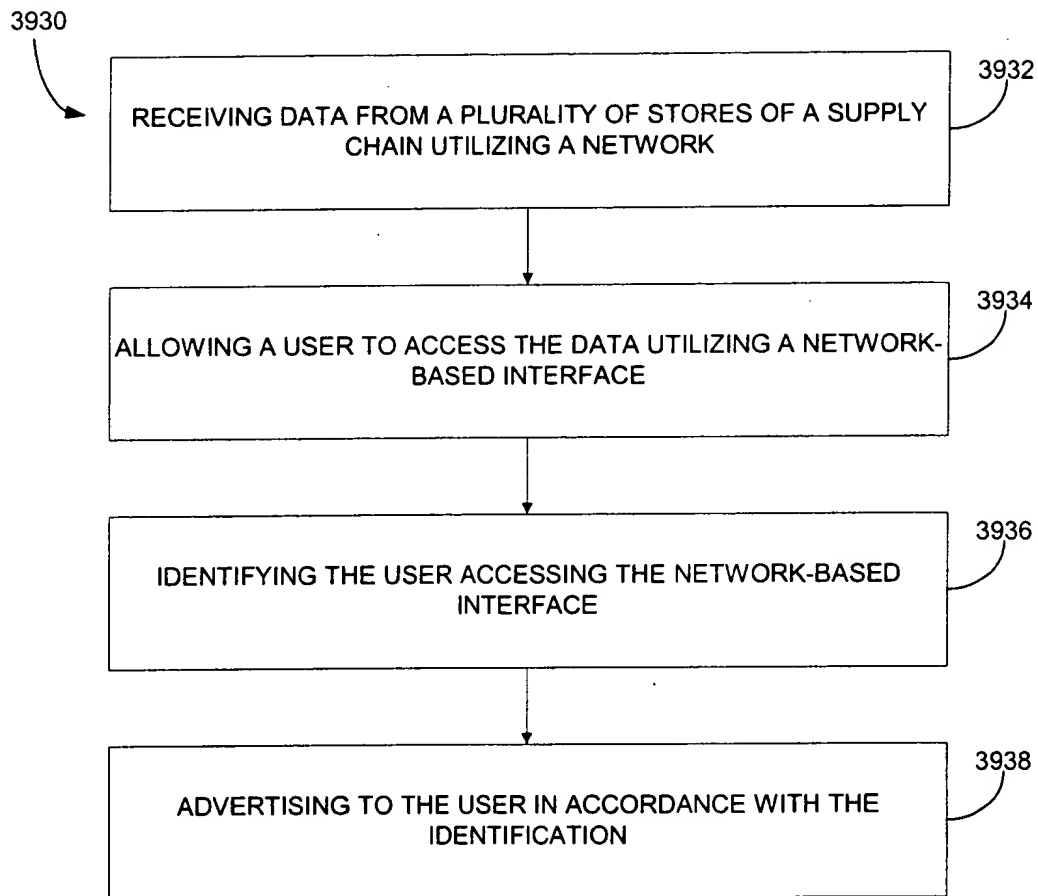


FIG. 39

0934543.070601

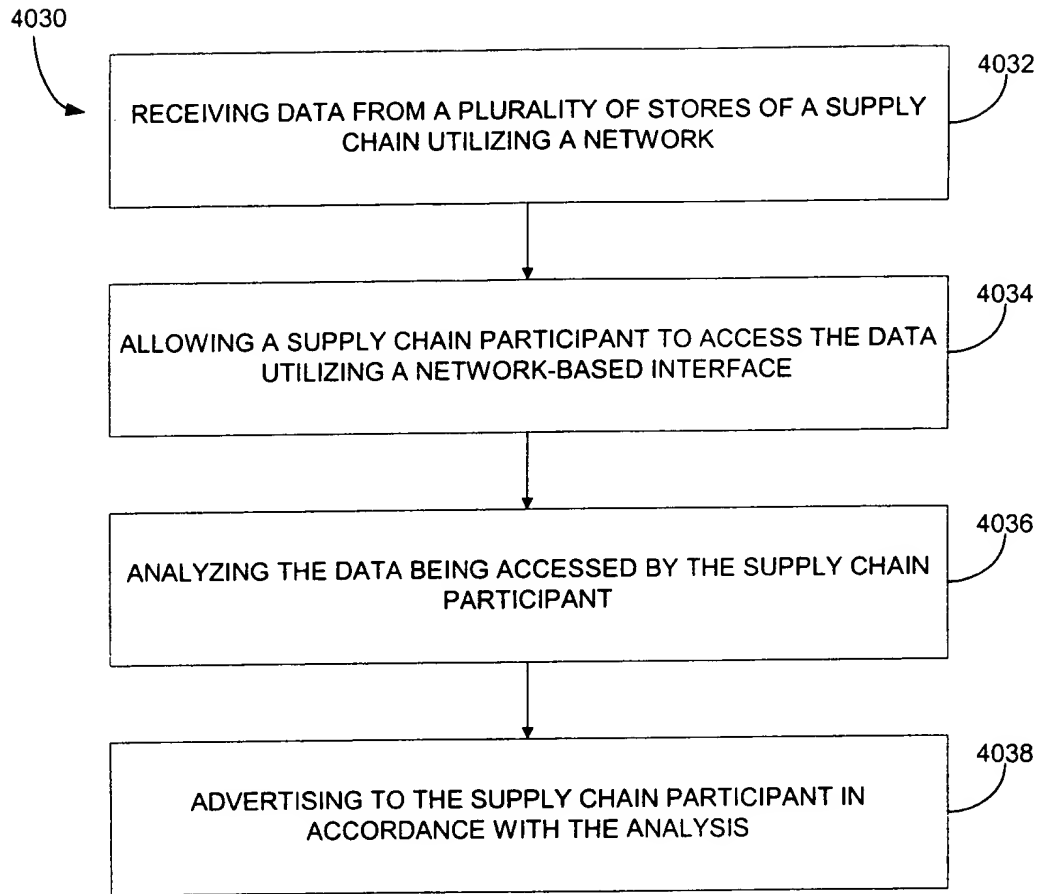


FIG. 40

09815463.070601

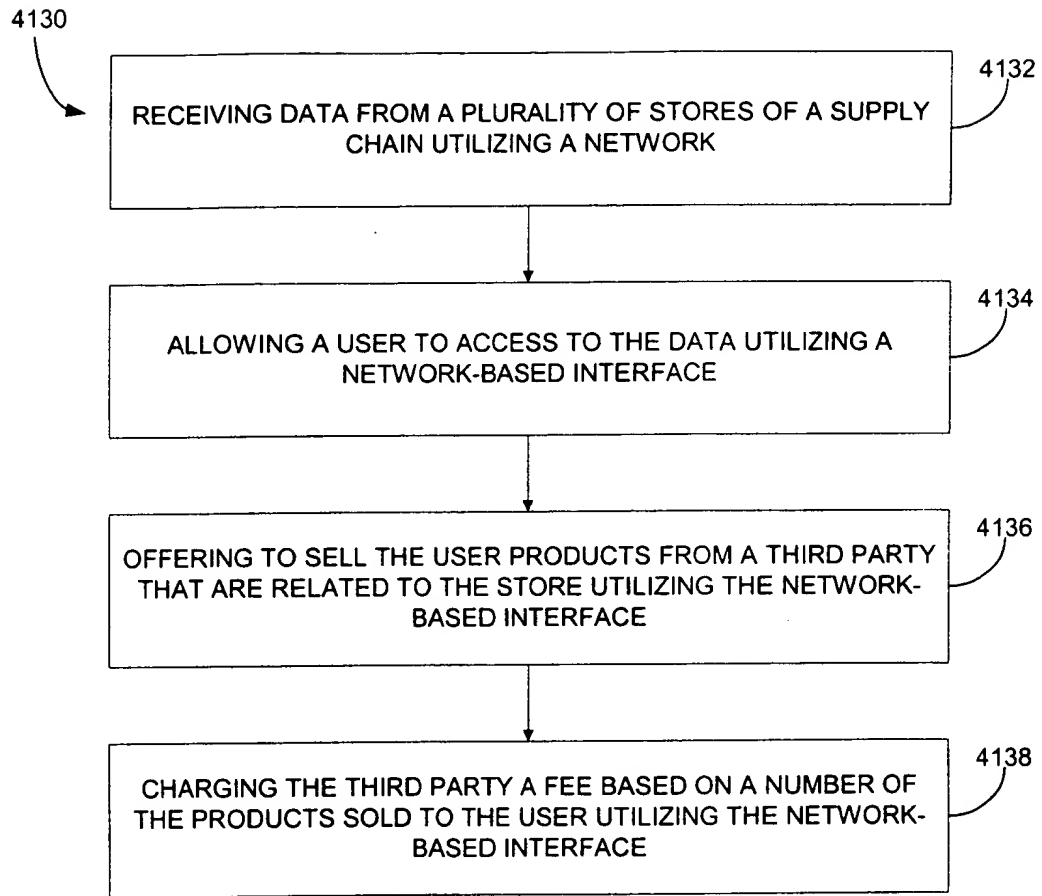


FIG. 41

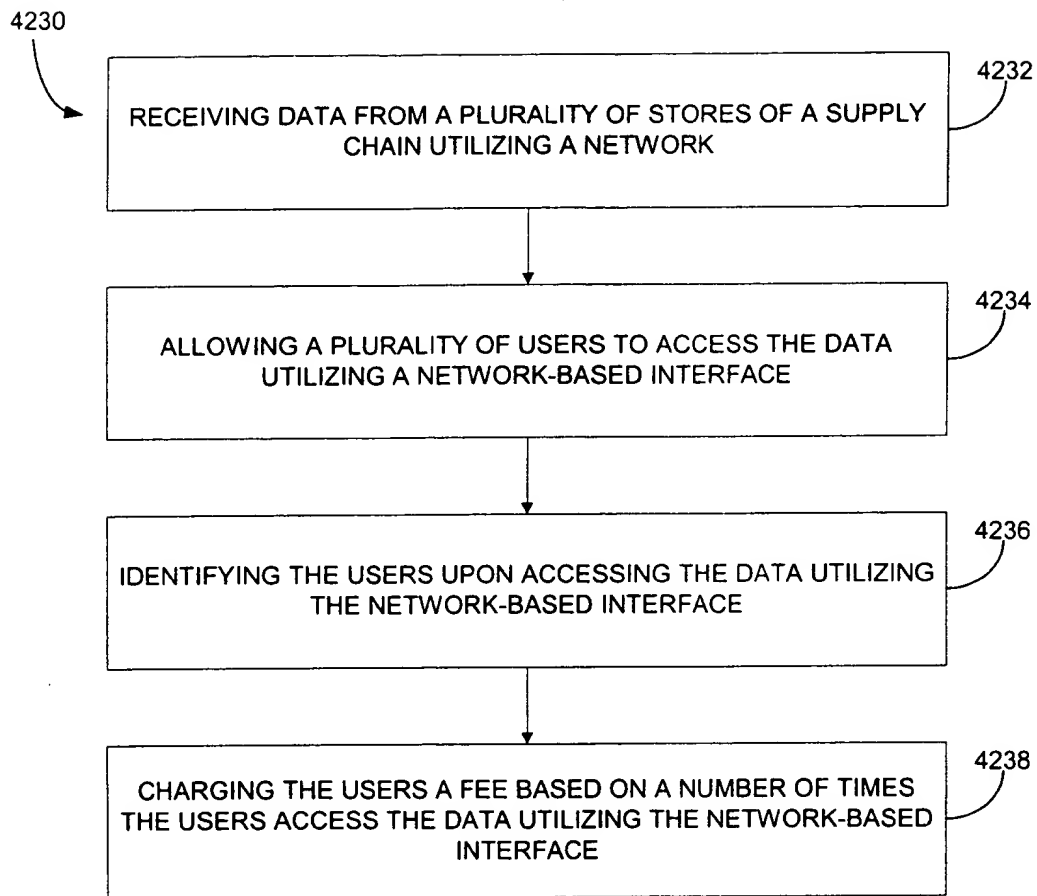


FIG. 42

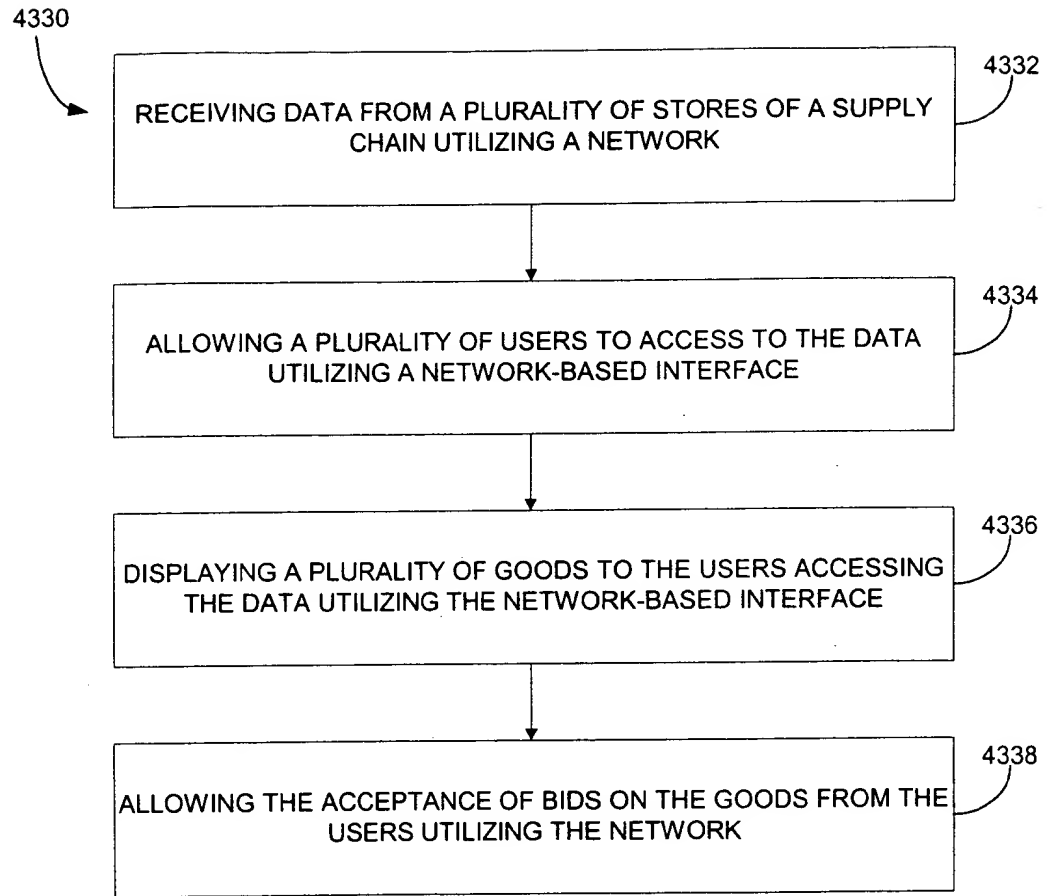


FIG. 43A

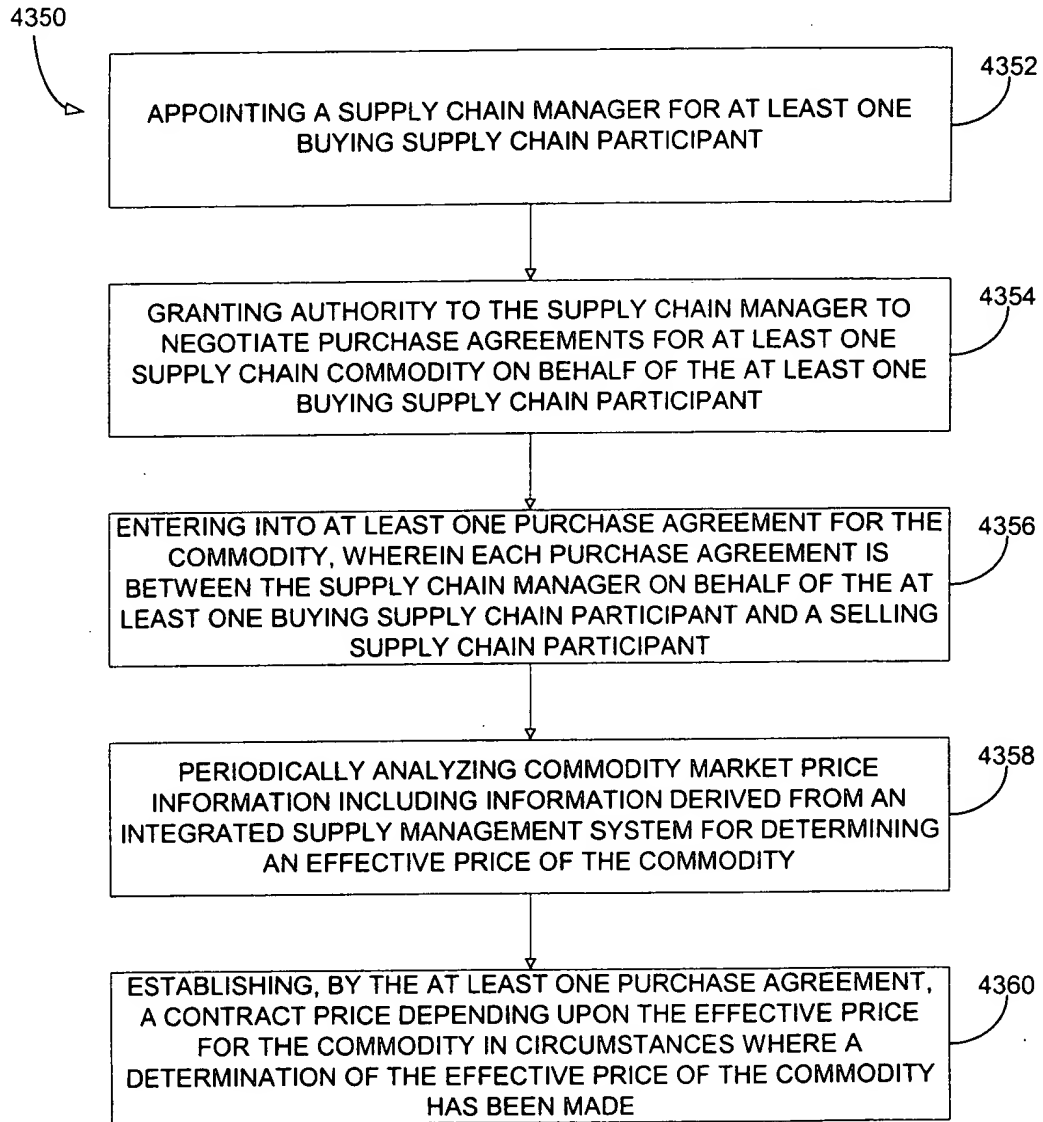


FIG. 43B

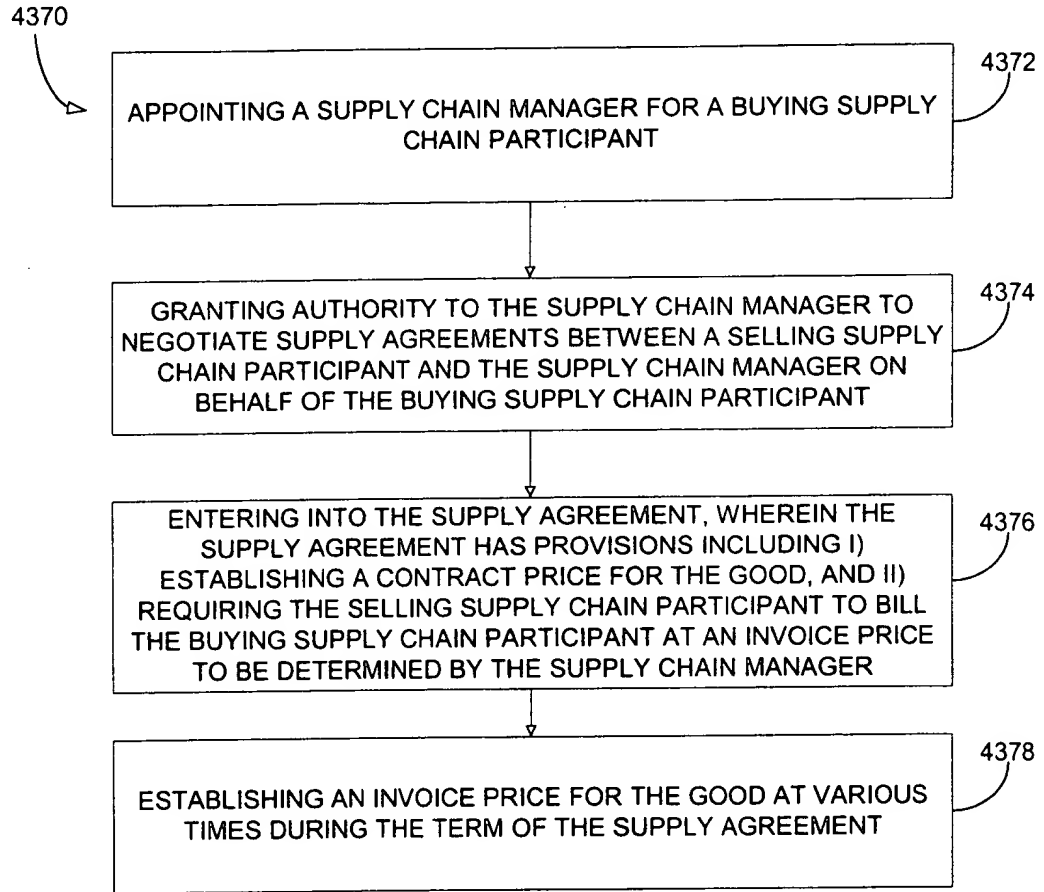


FIG. 43C

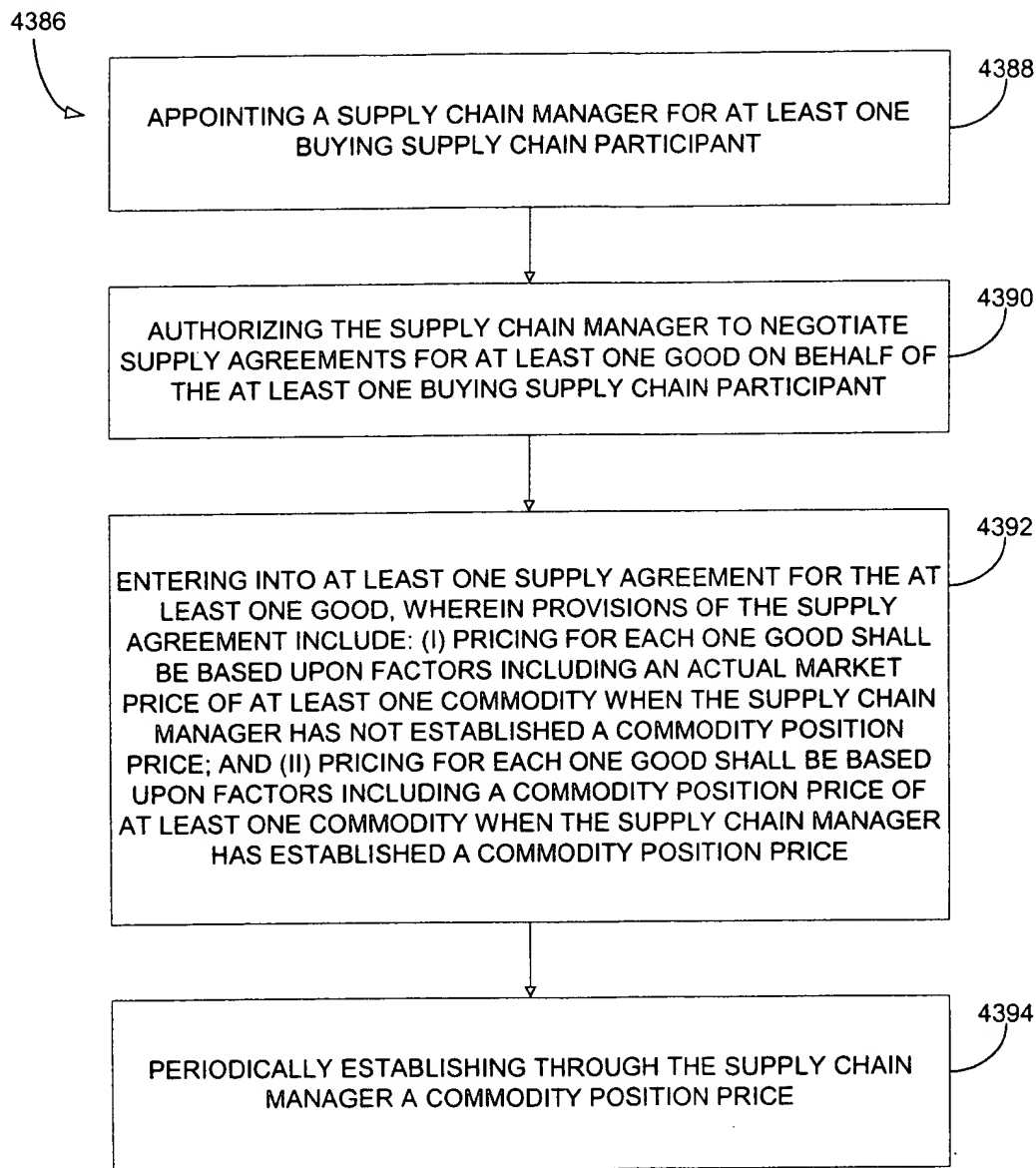


FIG. 43D

FIG. 44

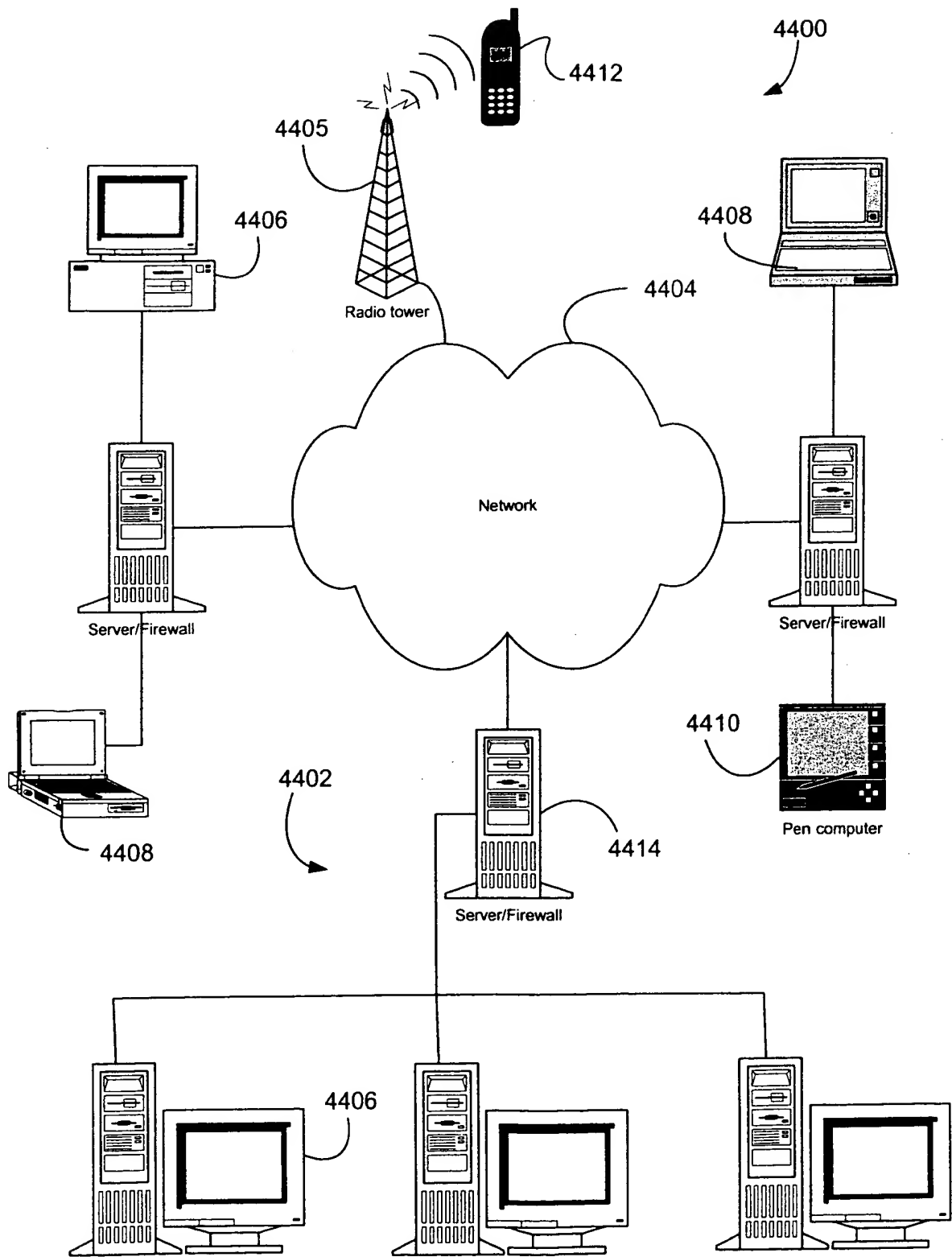


FIG. 44

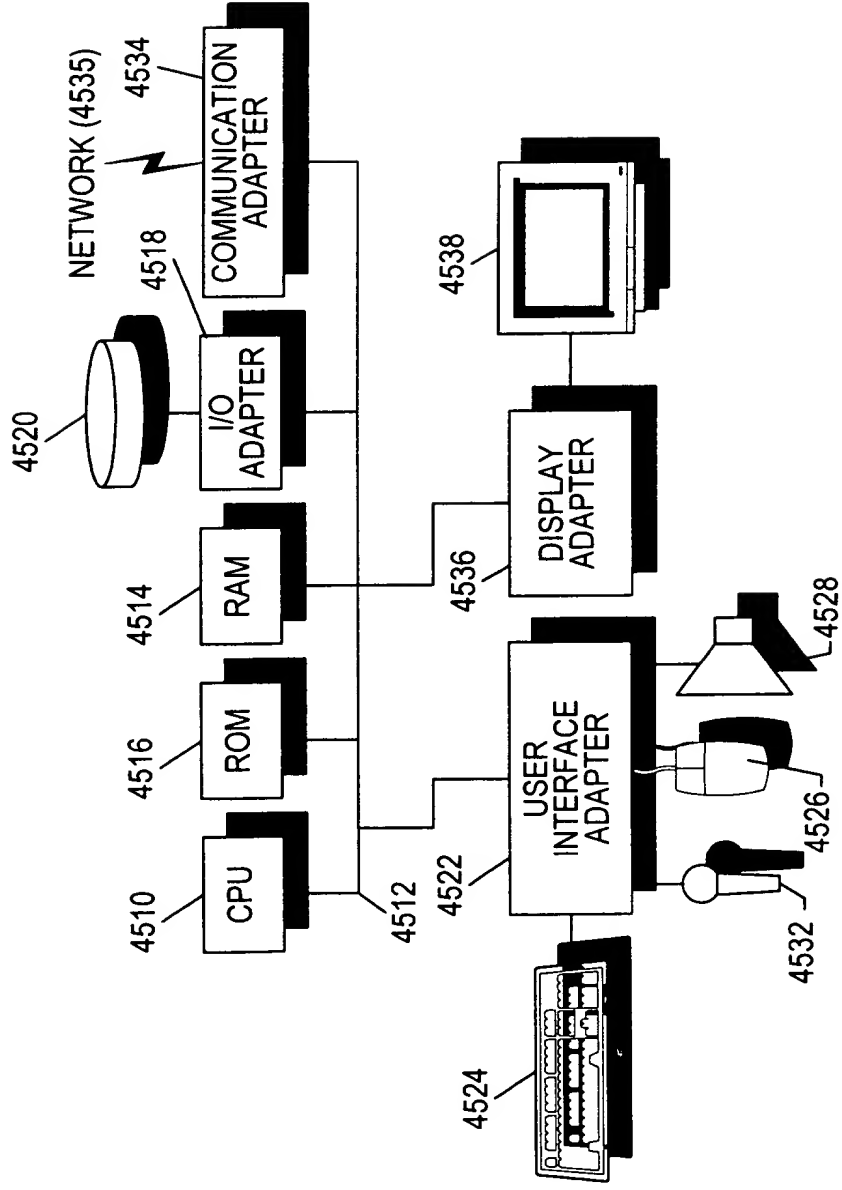


FIG. 45

09815463-070601

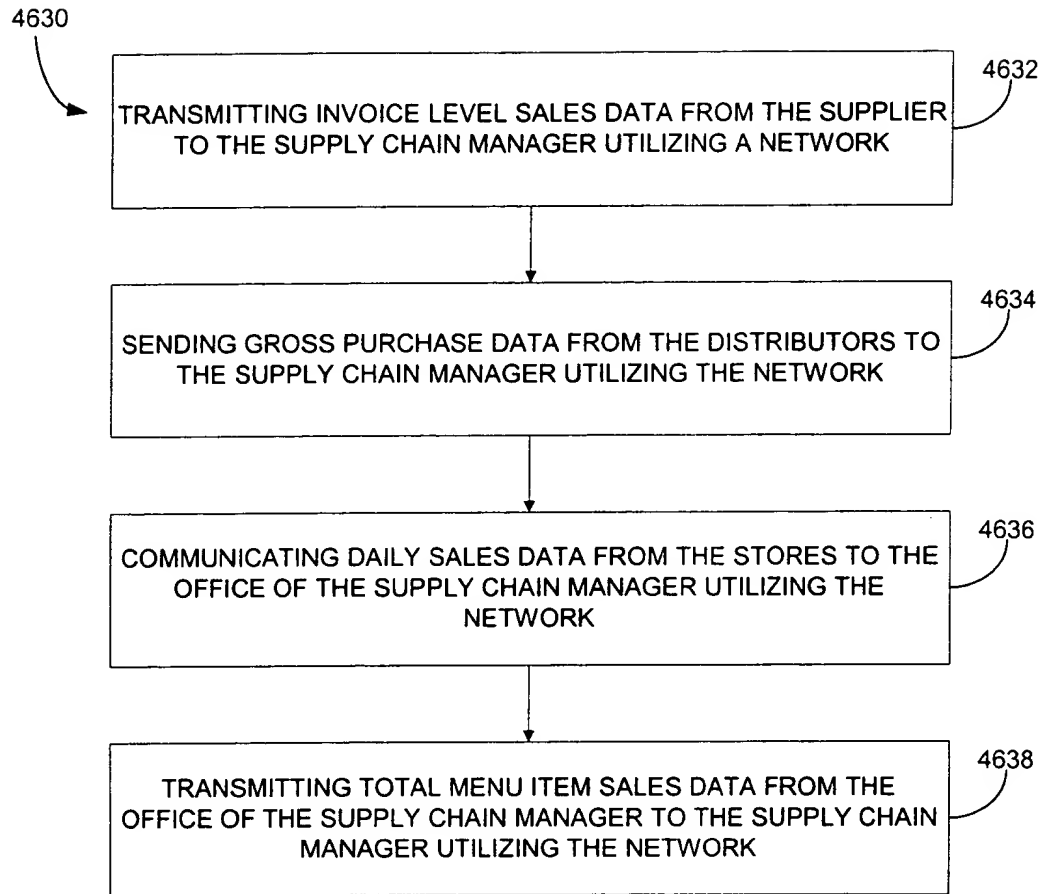


FIG. 46

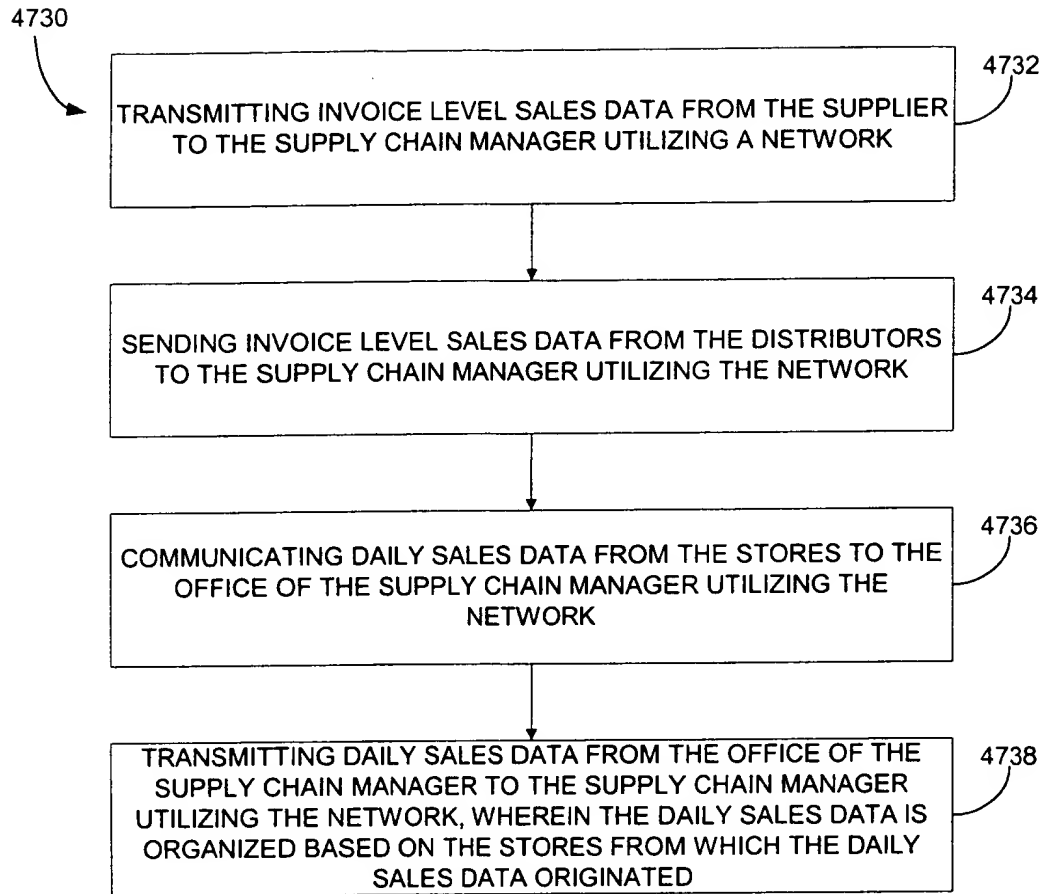


FIG. 47

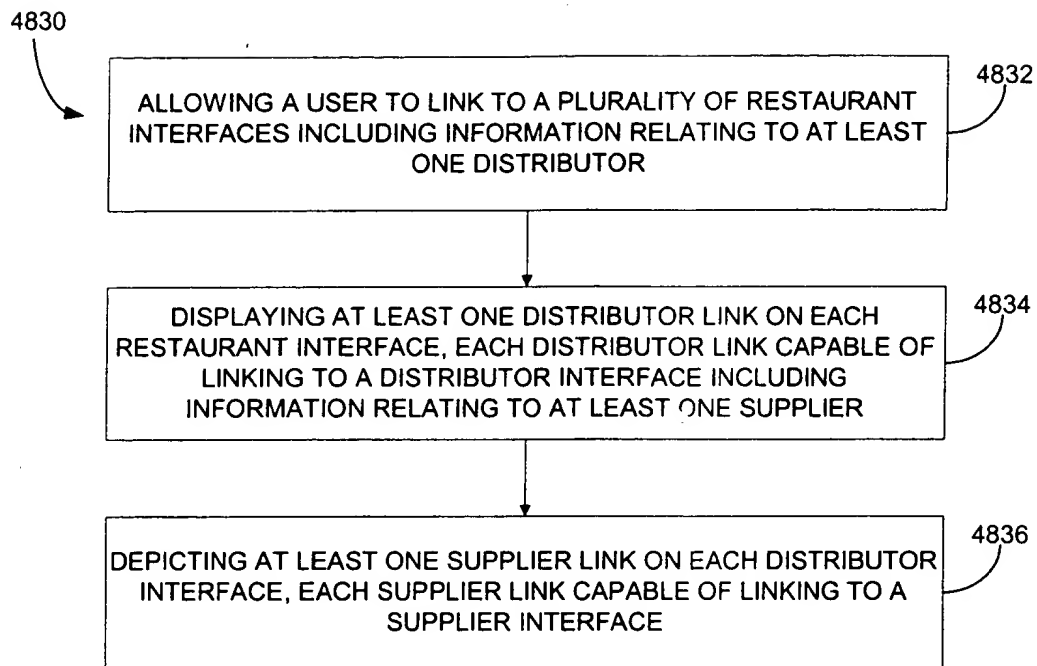


FIG. 48

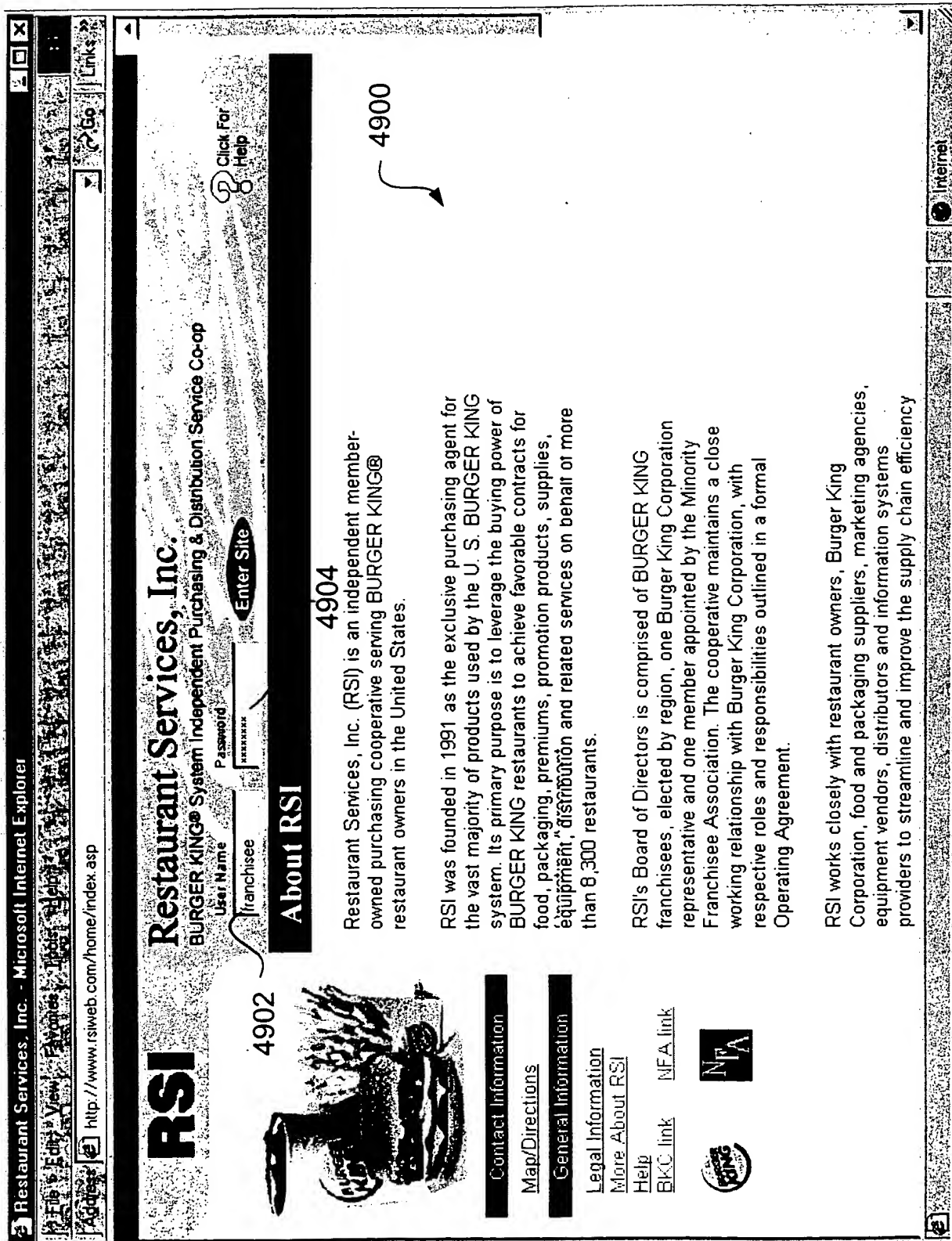


FIG. 49

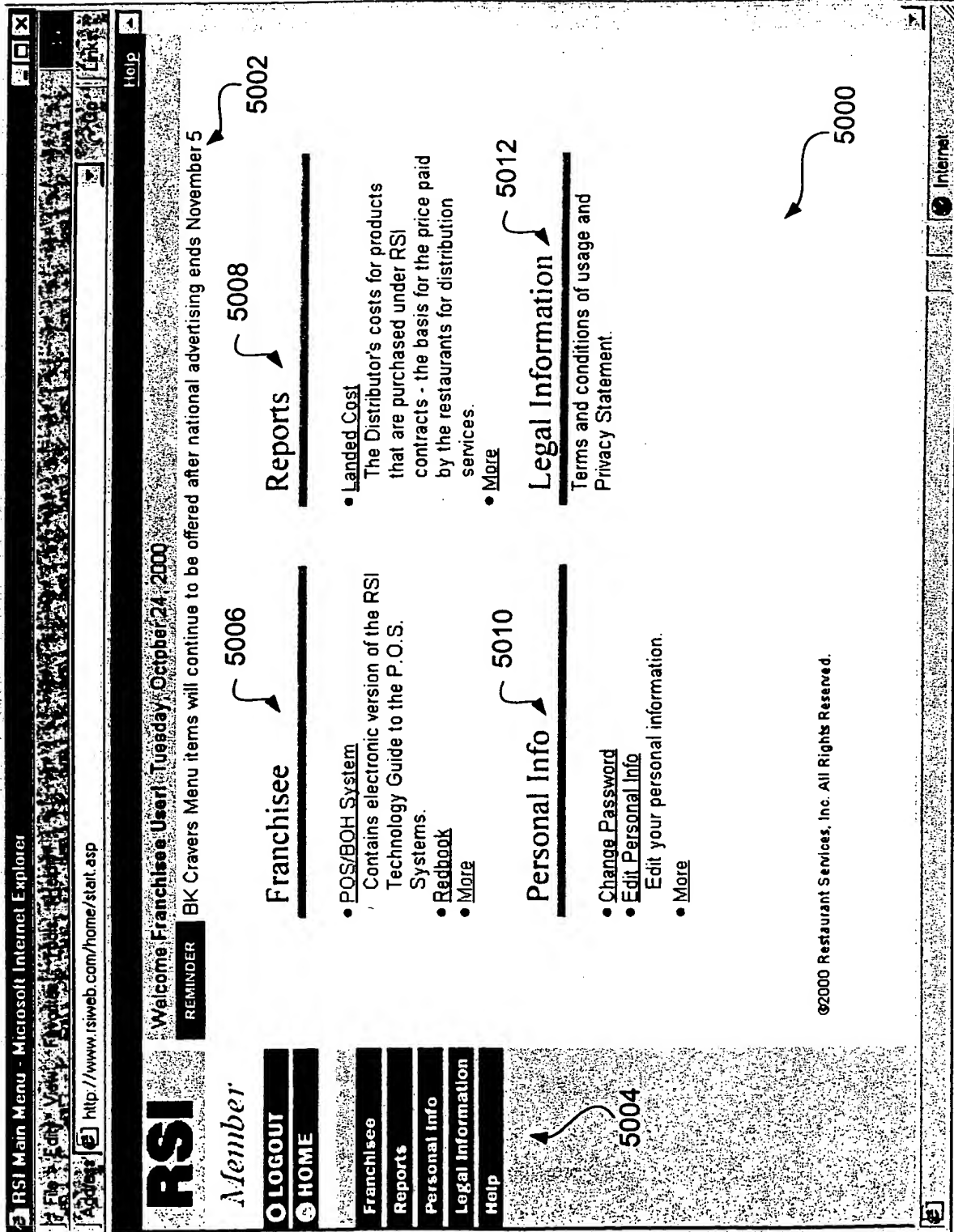


FIG. 50

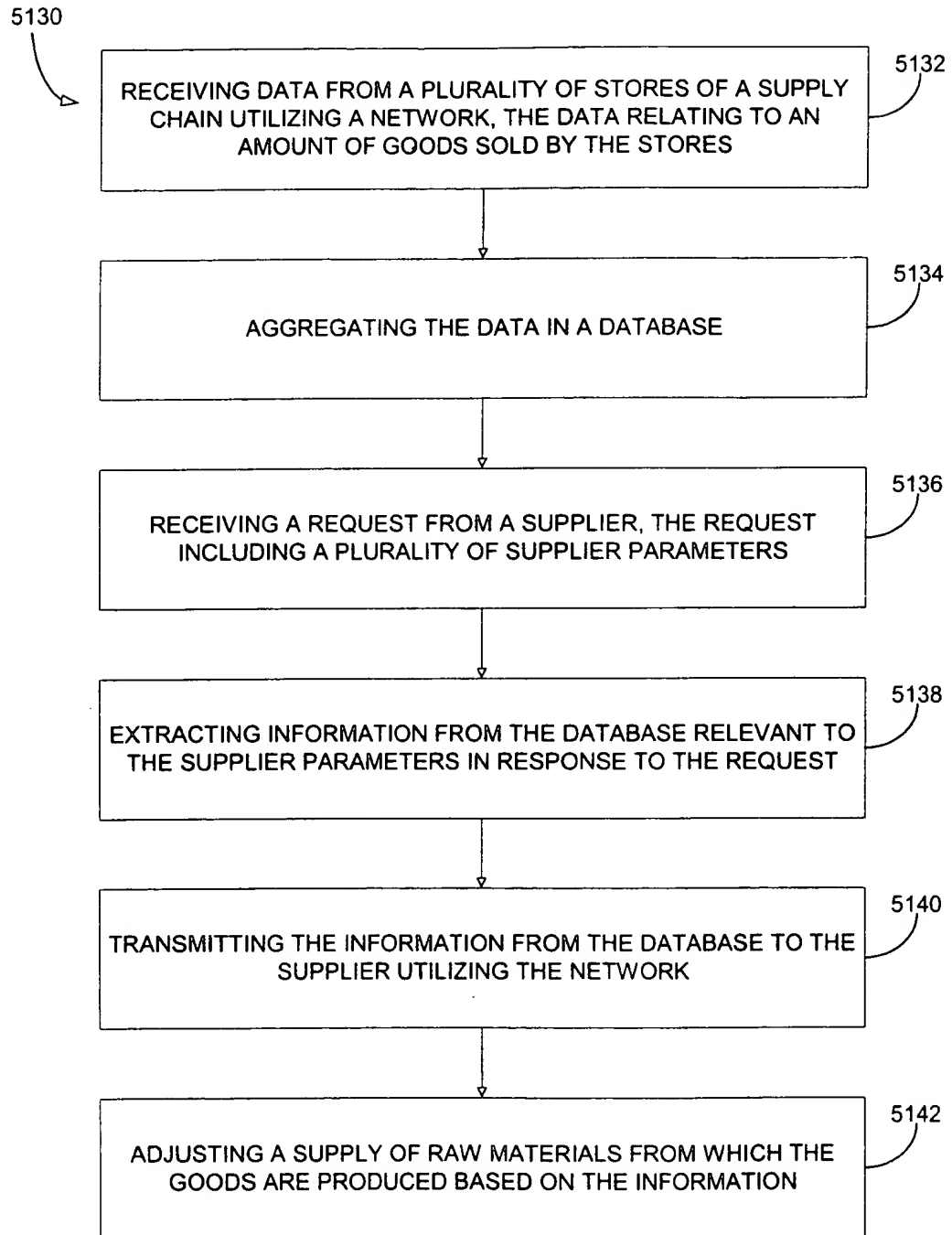


FIG. 51

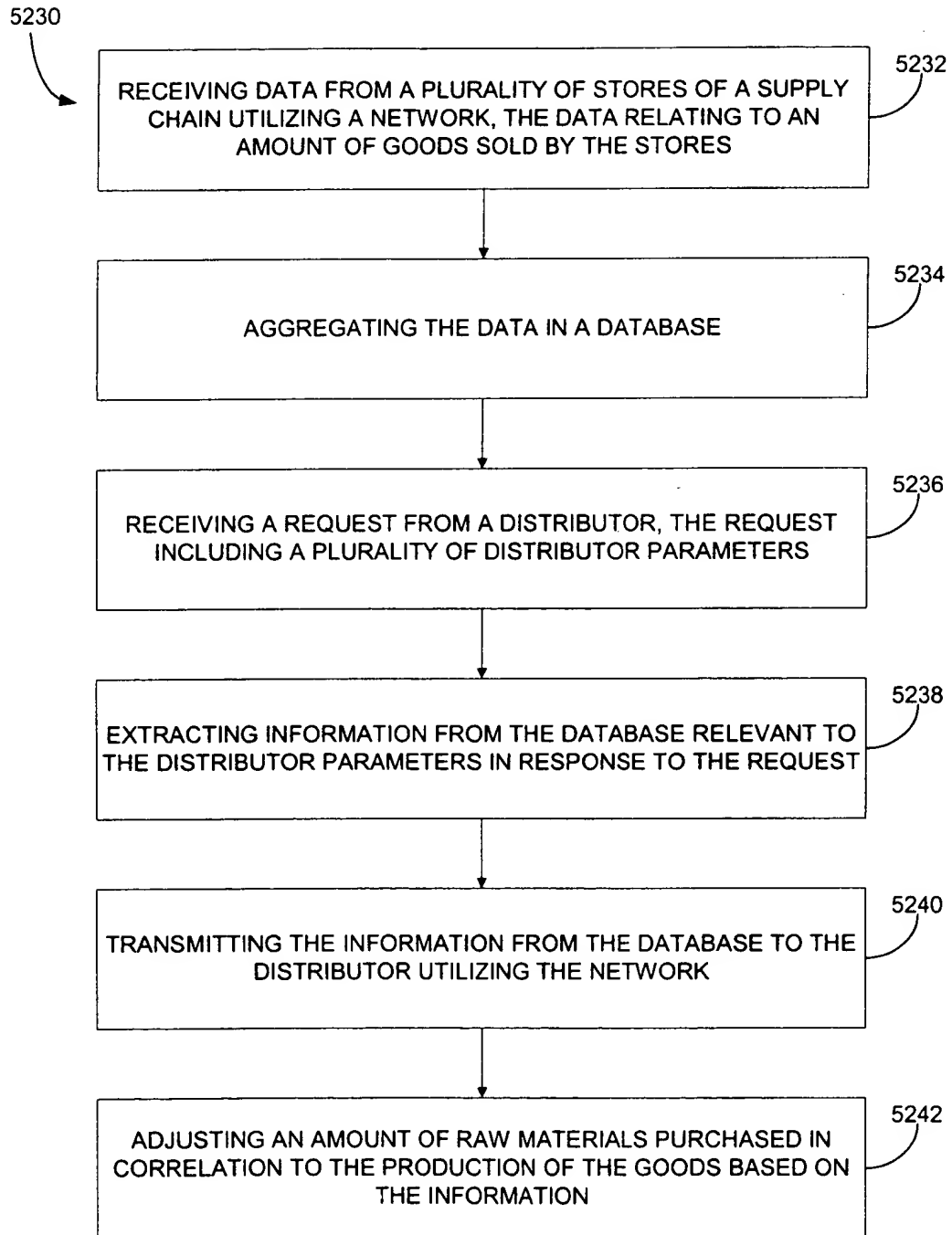
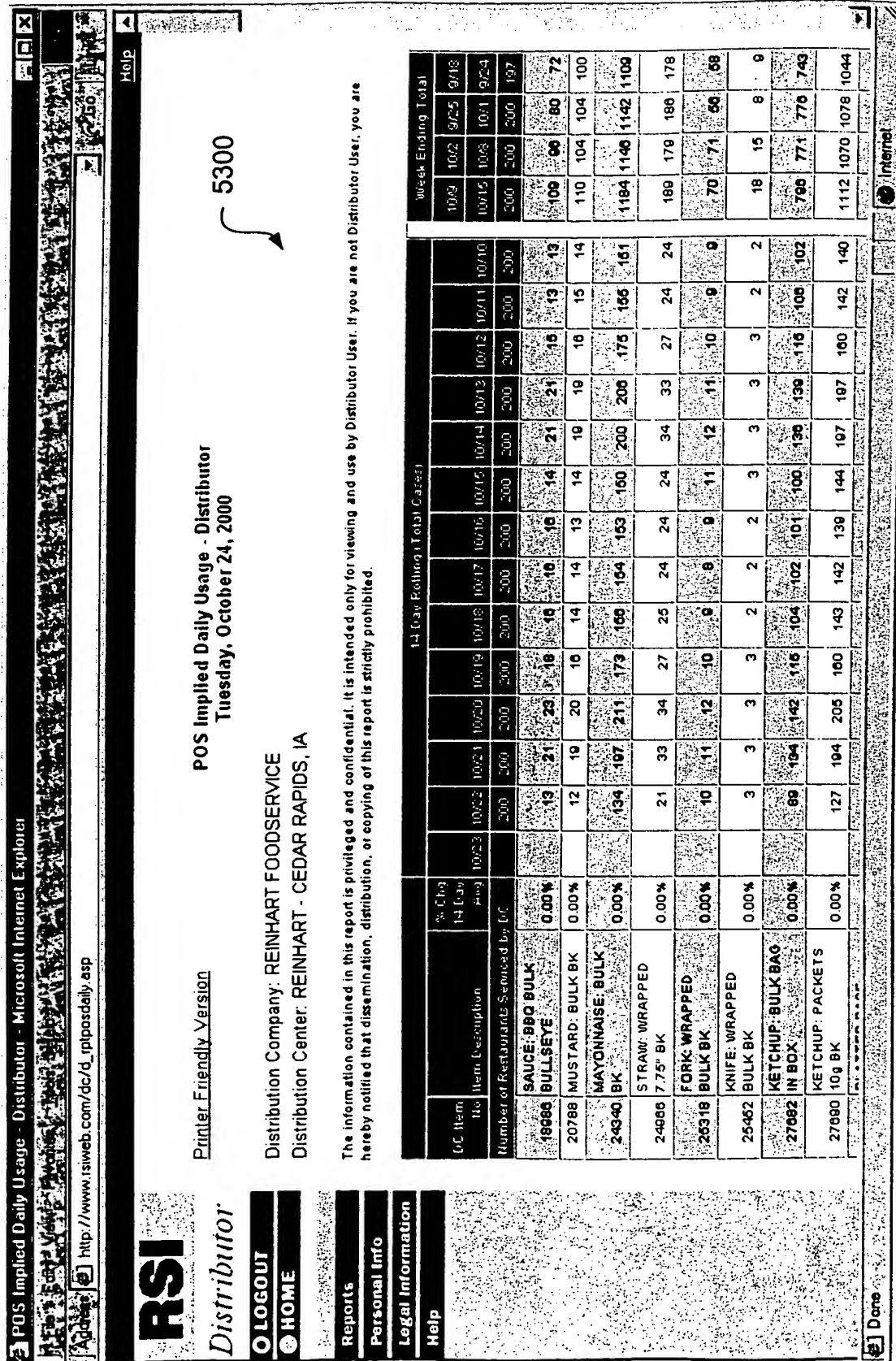


FIG. 52

T09020" E945T860



SC

Distributor

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REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	ADL	Start Date	Projected City Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup						
	Chicago, IL	6/1/00	85	99	8	
	Davenport-Rt-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/1/00	85	17	60	
	Peoria, IL	8/1/00	85	99	17	
	Sioux City, IA	8/20/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	8/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King						
	Cedar Rapids-Waterloo-Dubu, IA	4/15/00		99	19	
	Davenport-Rt-Moline, IA	4/15/00		99	17	
	Ottumwa-Kirkville, IA	4/15/00		99	3	
Big King Total					39	
Pancake Minis						
	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

FO9020" E945T860

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/supplier/s_rptposdaily.asp?report=true

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POS Implied Daily Usage - Supplier

Supplier: TYSON FOODS Retrieve

Printer Friendly Version

Supplier: TYSON FOODS

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

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RSI Item No		Description		% Chg 14 Day Avg	14 Day Rolling Total Cases														Week Ending Total						
FOB Point	DC	Item No	Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/18	10/15	10/3	10/1	9/24
TOTAL																									
Total of DC Locations																									
CHICKEN-PATTY		6		0.00%	80	137	144	111	100	98	95	100	134	137	128	100	100	760	774	786	781				
CHICKEN-BK		7		0.00%		35	51	60	48	46	43	43	40	53	60	48	45	41	330	327	354	344			
CHICKEN-TENDERS		8		0.00%	222	336	337	285	240	220	225	240	346	316	256	228	223	1816	1808	1418	1203				
CHICKN																									

Done Internet

FIG. 55

TD9020" E945F860

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/fran/_iplic.asp?report=true

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Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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DC Item No

RSI Item No

RSI Item Description

DC Cost

Markup

Rest Cost

10340	4439	REGISTER TAPE THERMAL 2 20" X 105	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18088	359	SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK30AL	\$8.45	\$1.57	\$9.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	88	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$8.41	\$1.57	\$9.98

FIG. 56

09815463.070601

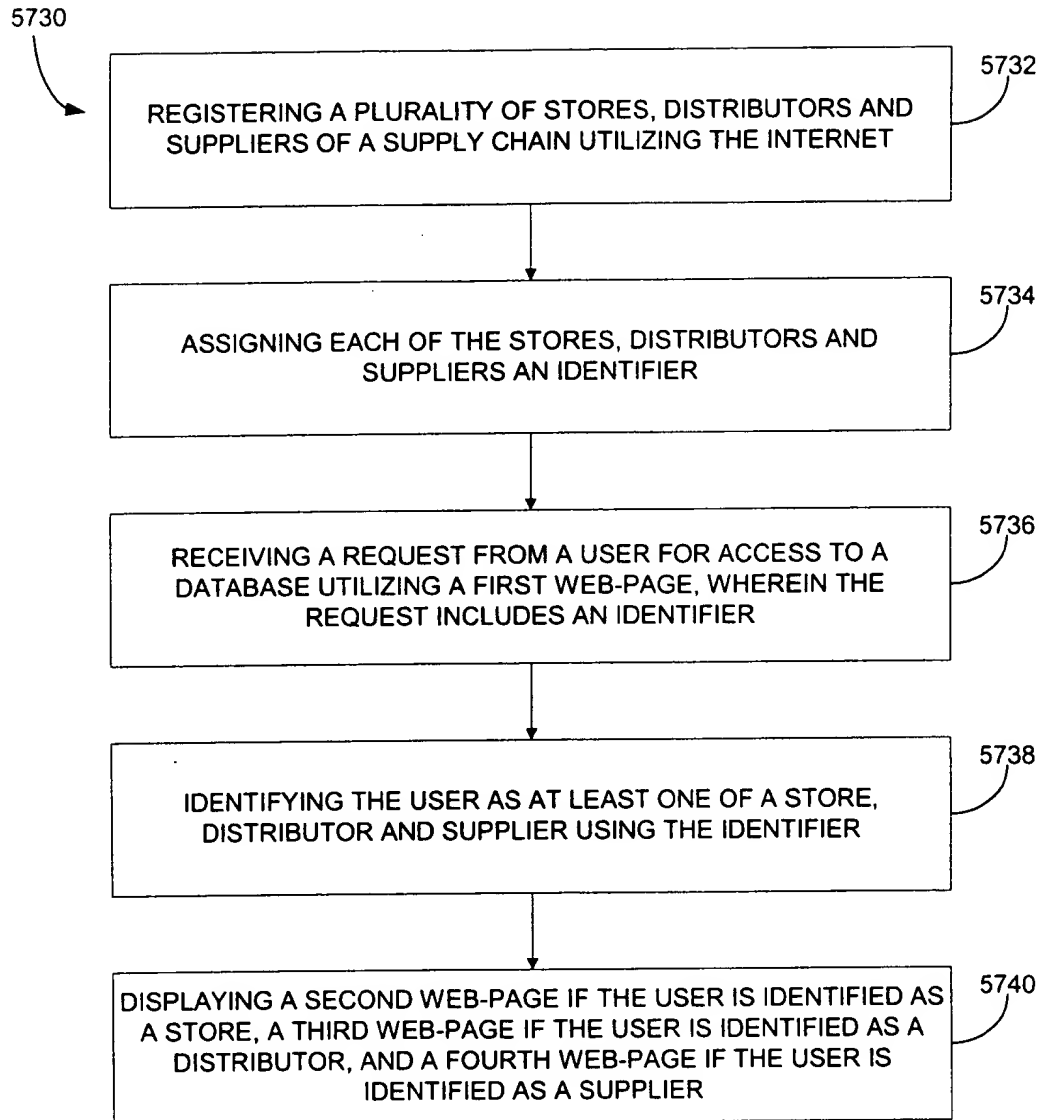


FIG. 57

5804

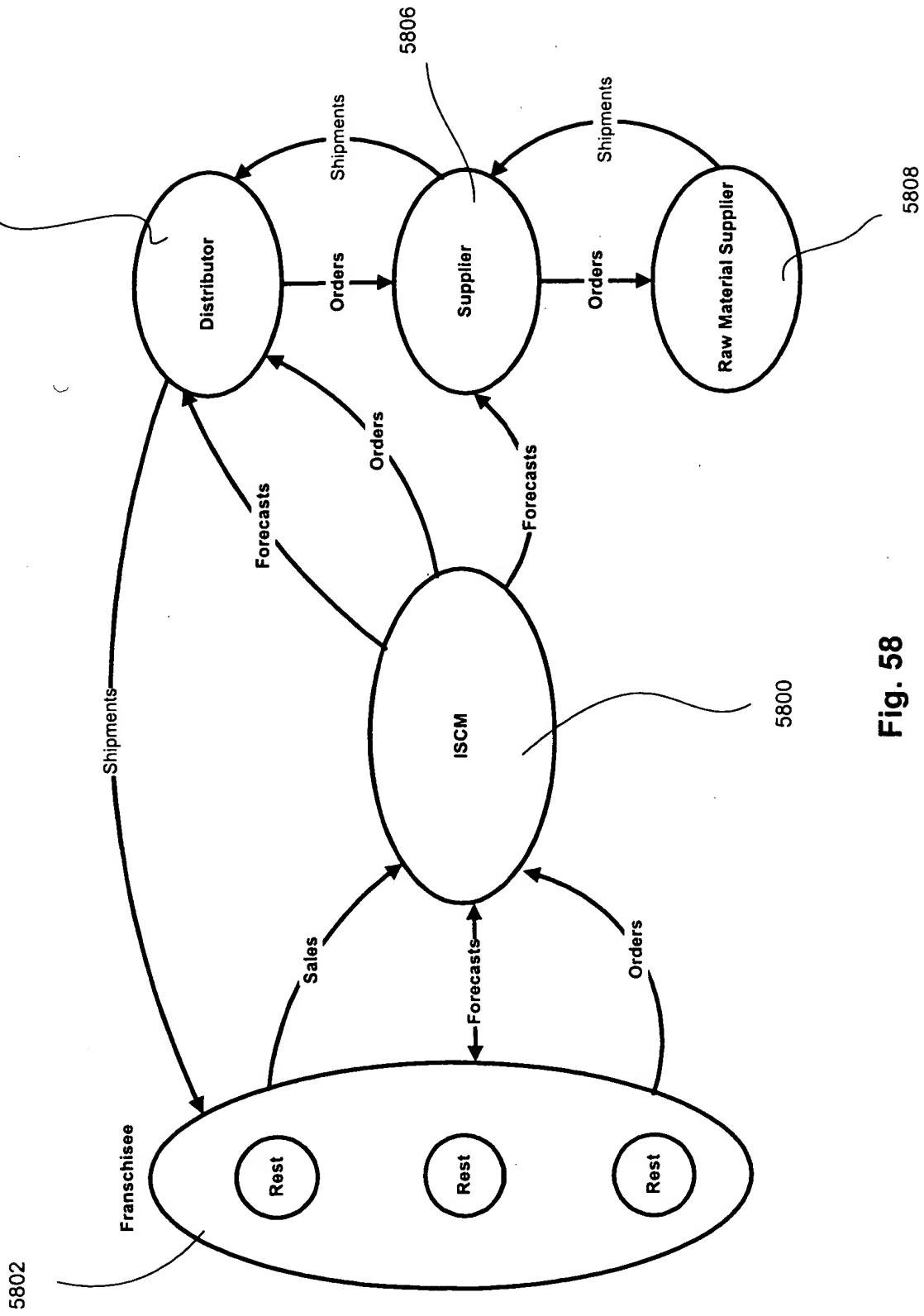


Fig. 58

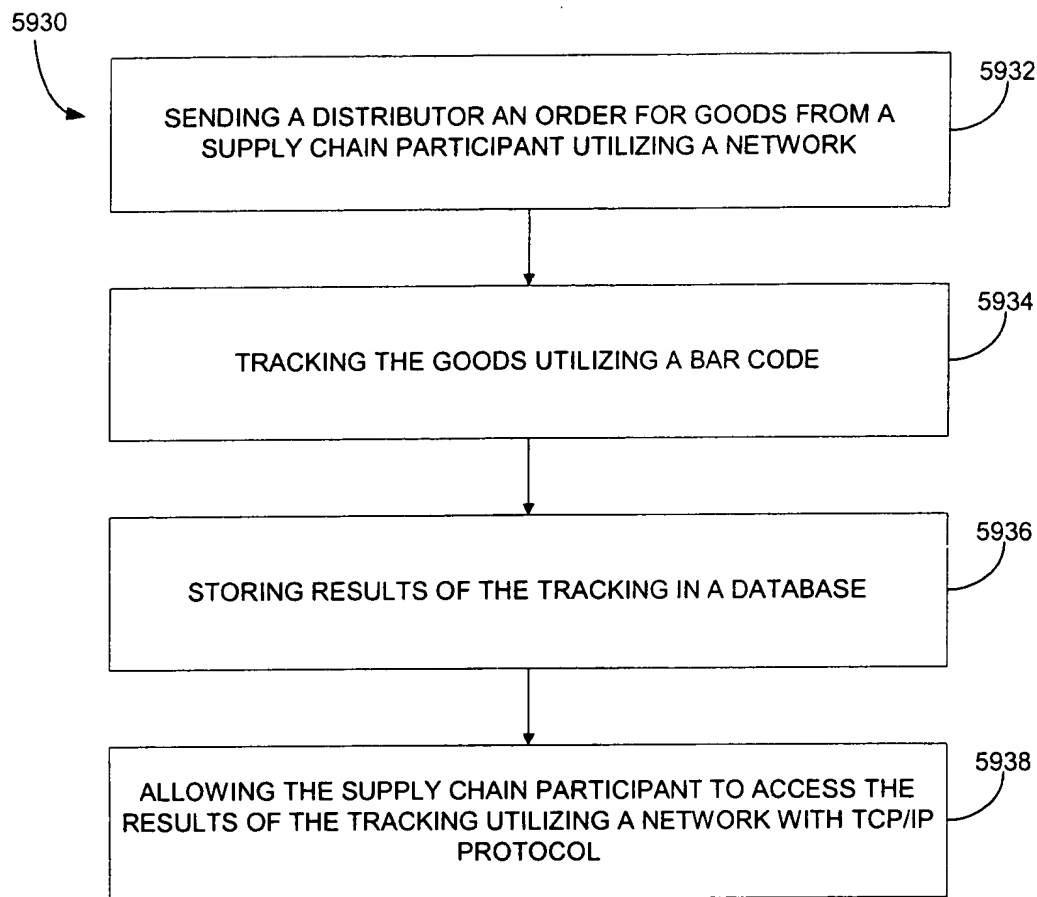


FIG. 59

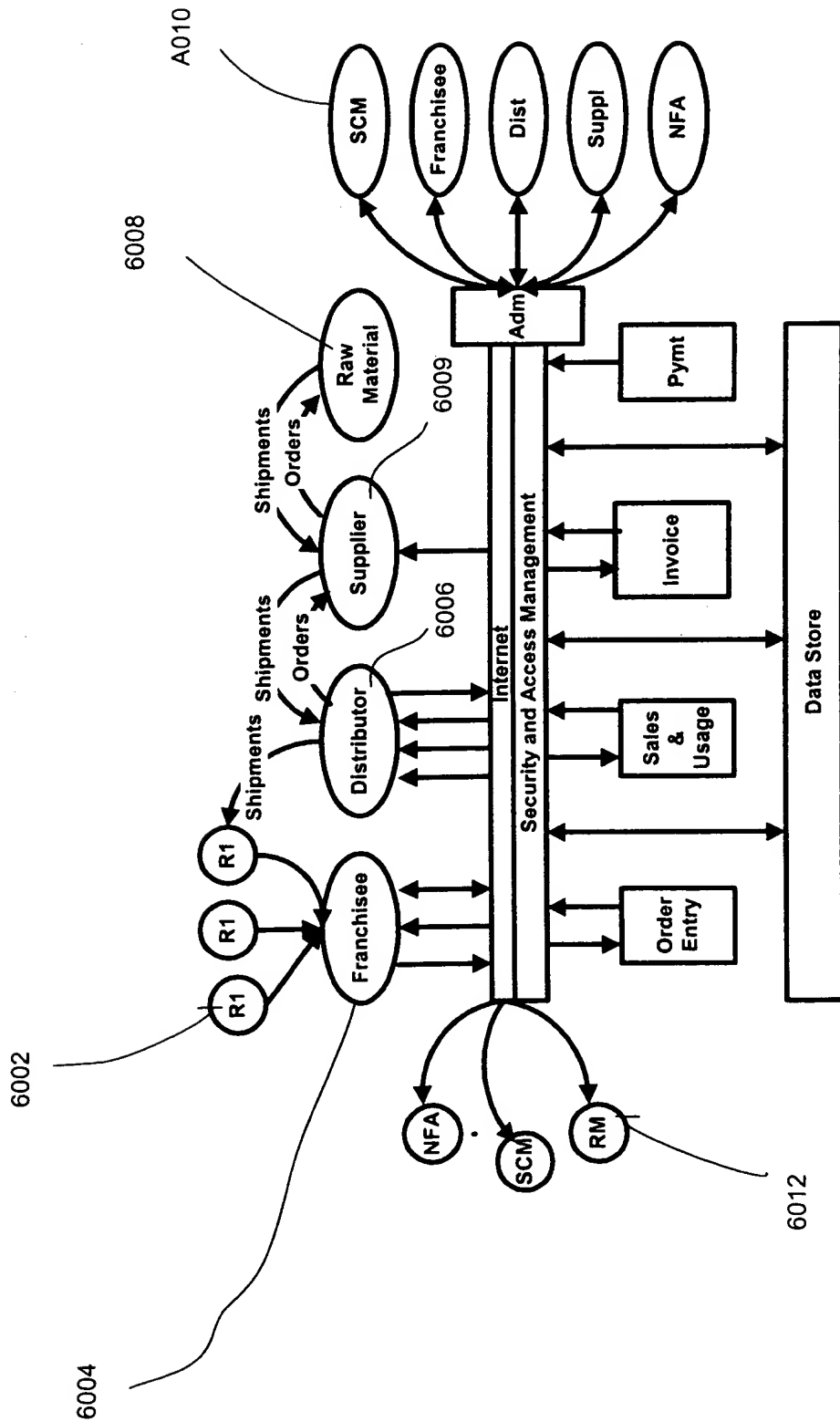


Fig. 60

FO9020" E45T860

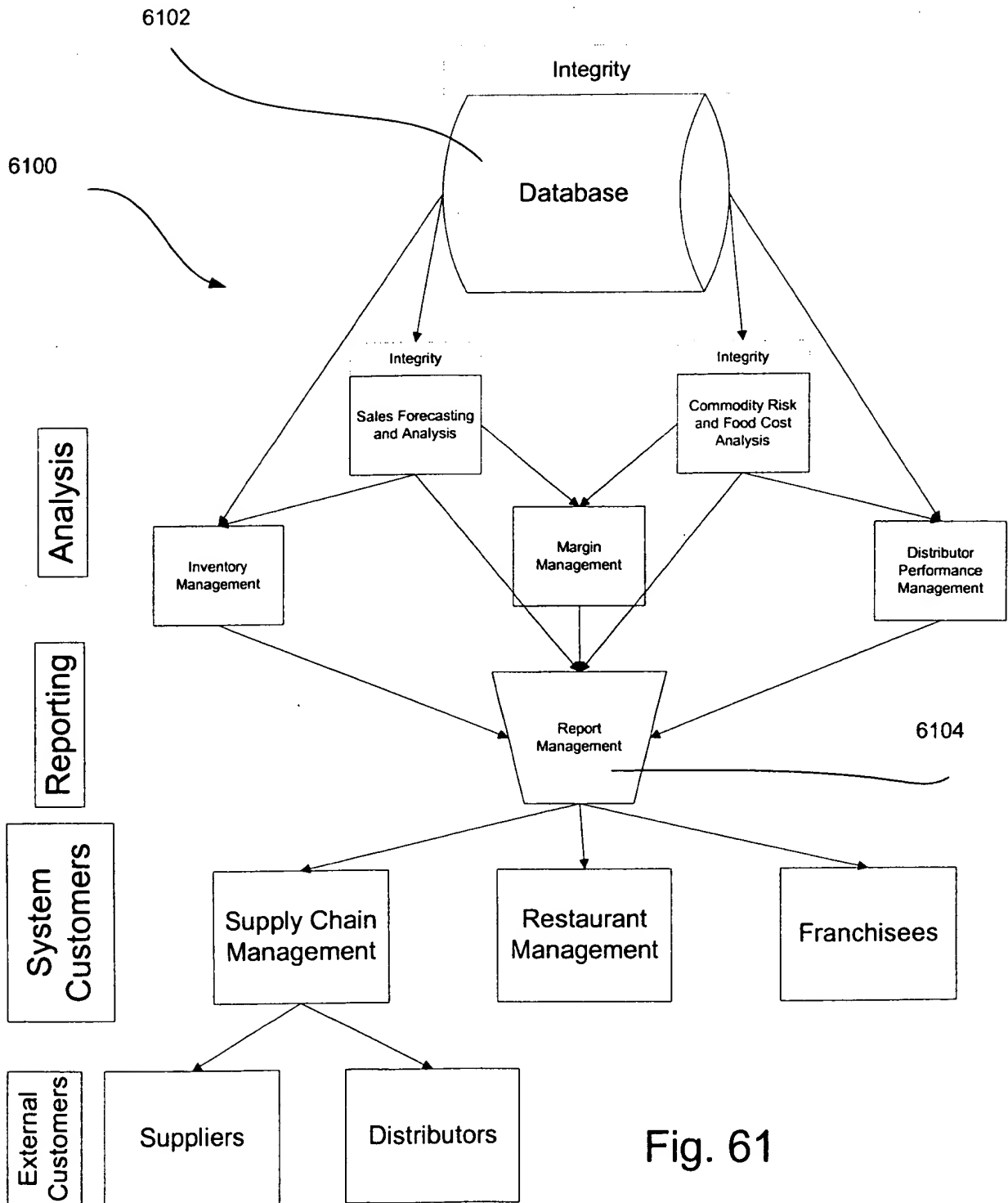


Fig. 61

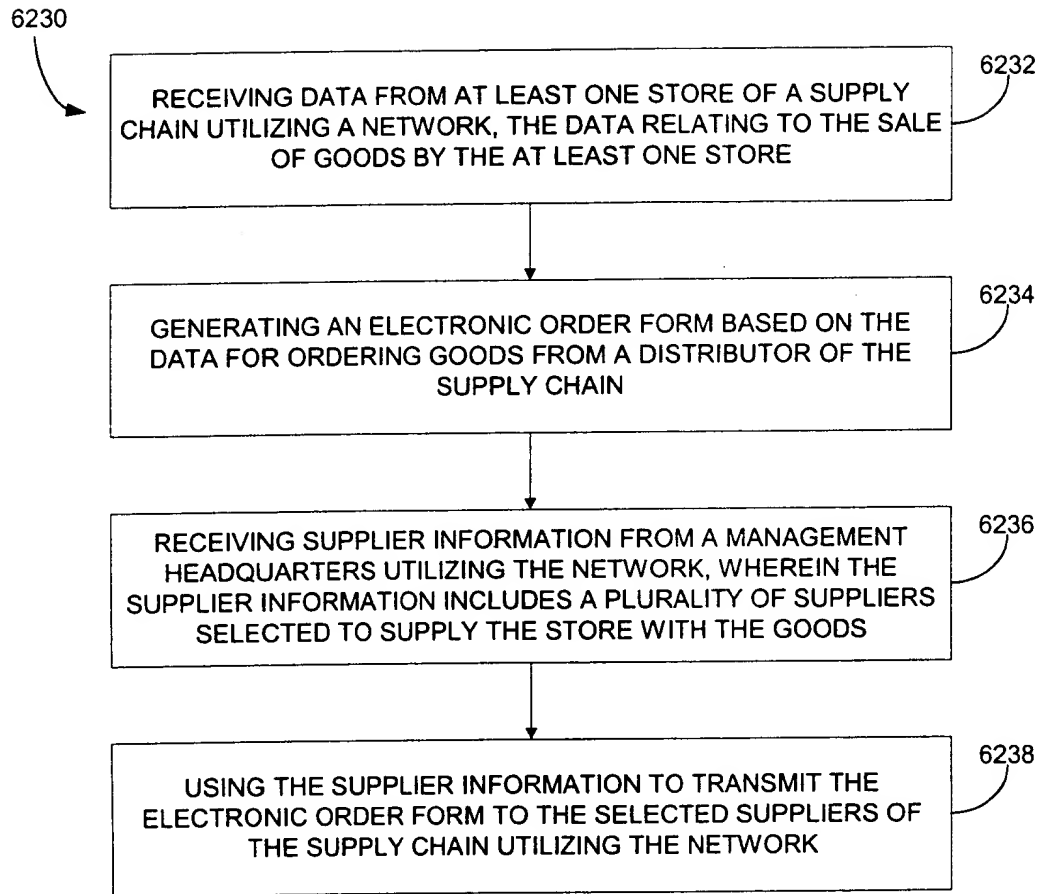


FIG. 62

6300

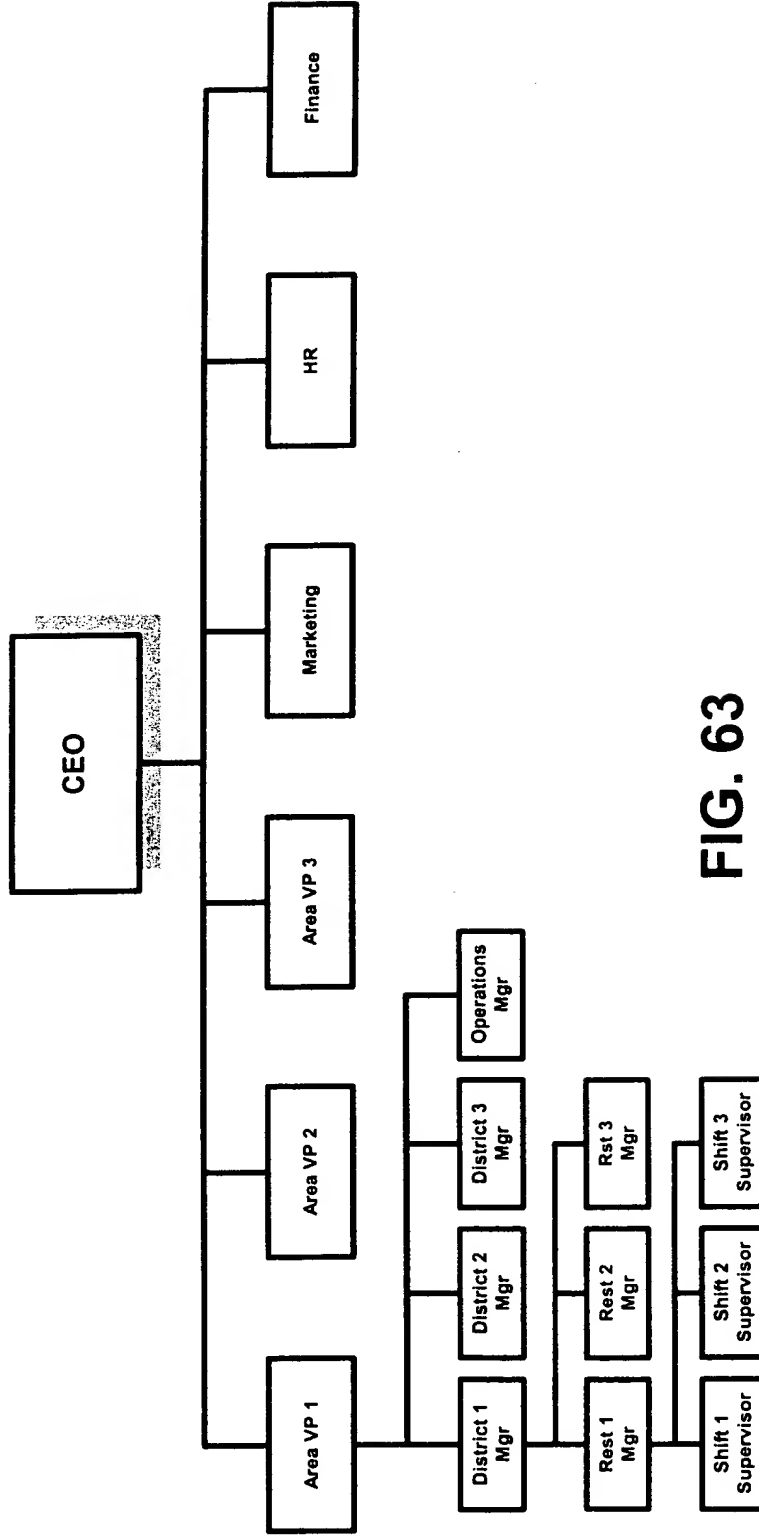


FIG. 63

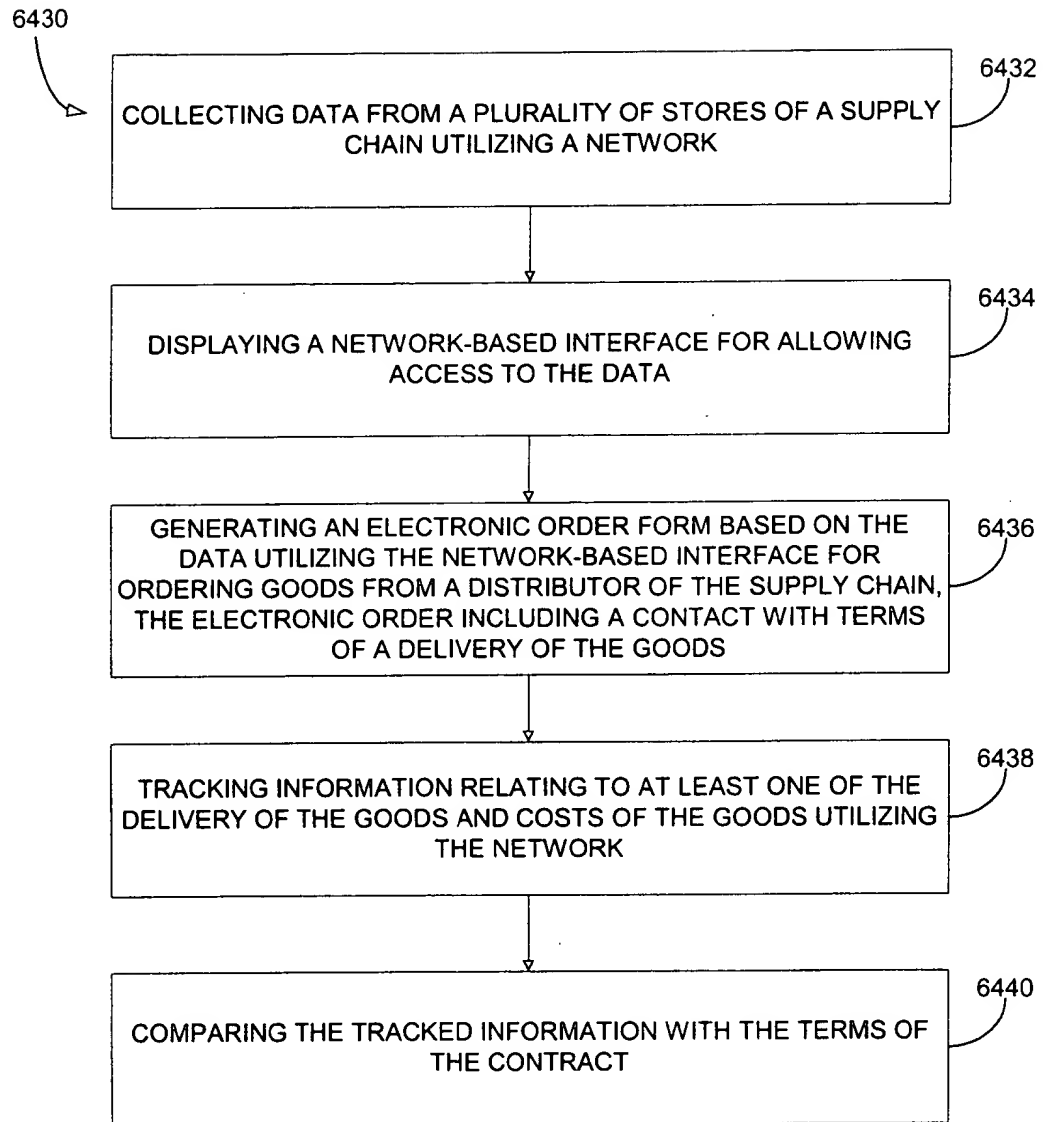


FIG. 64

FIG. 65

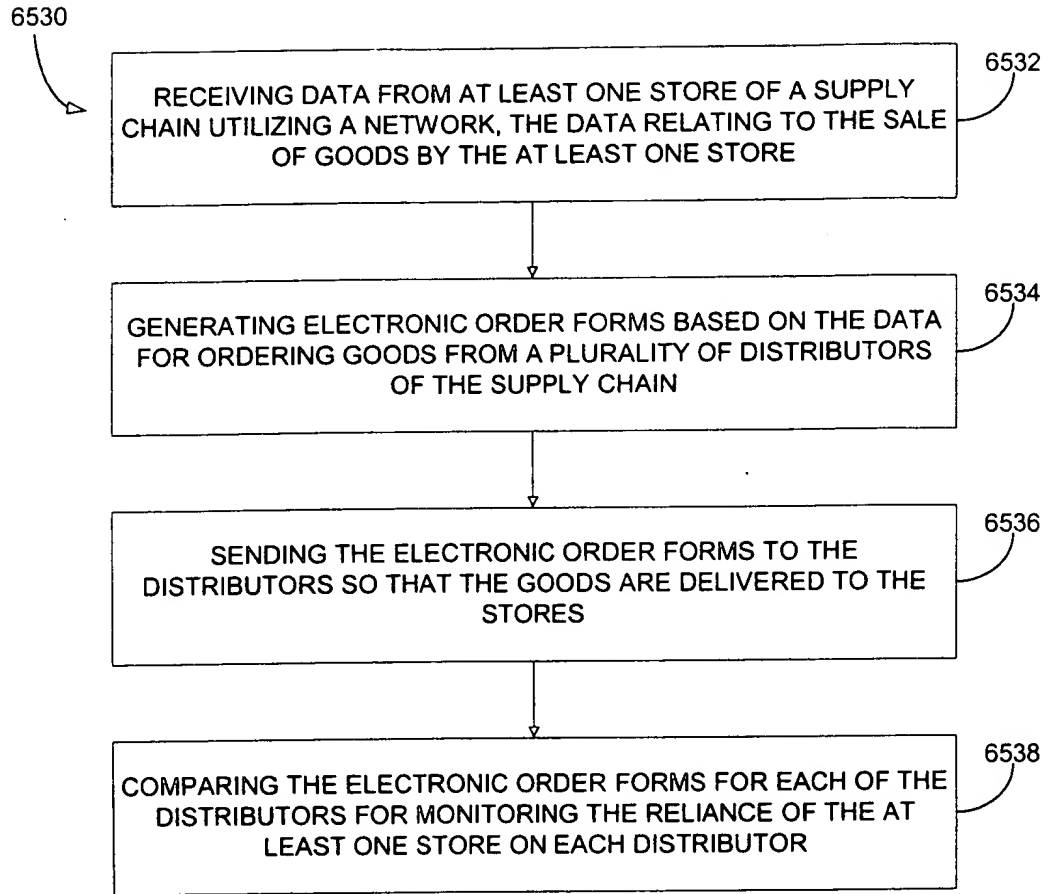


FIG. 65

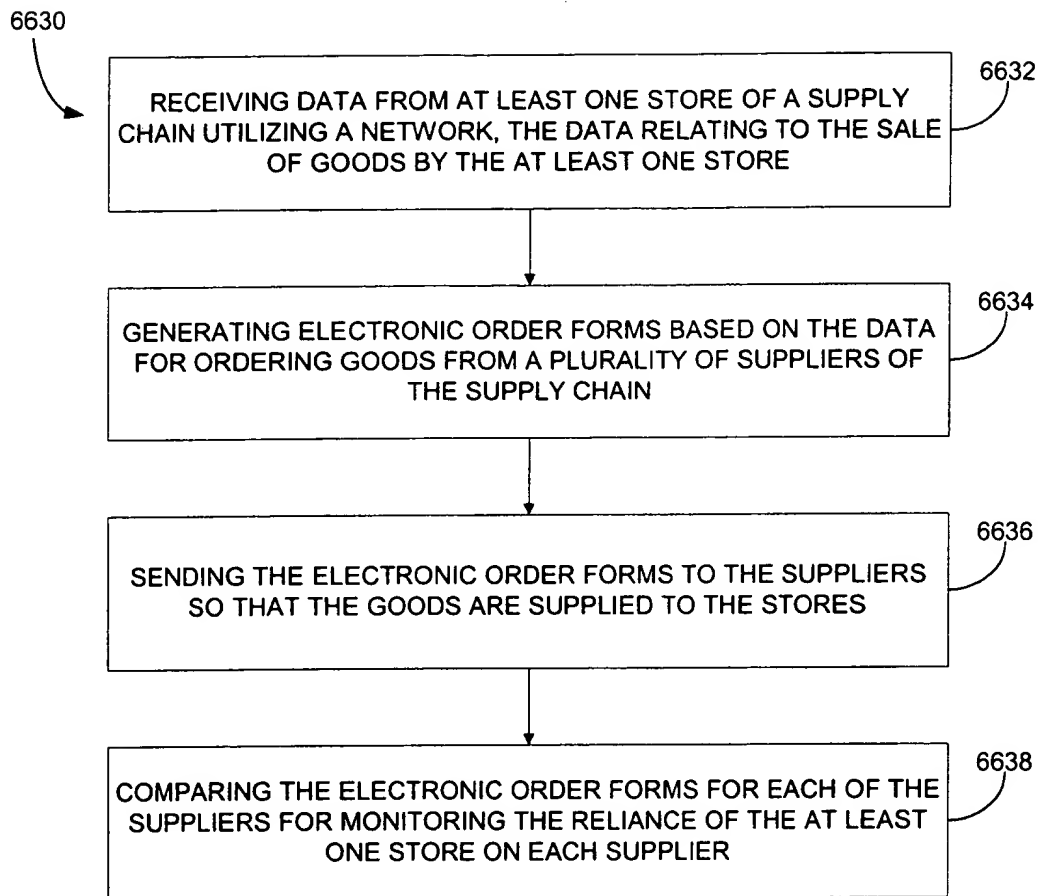


FIG. 66

09845463 070601

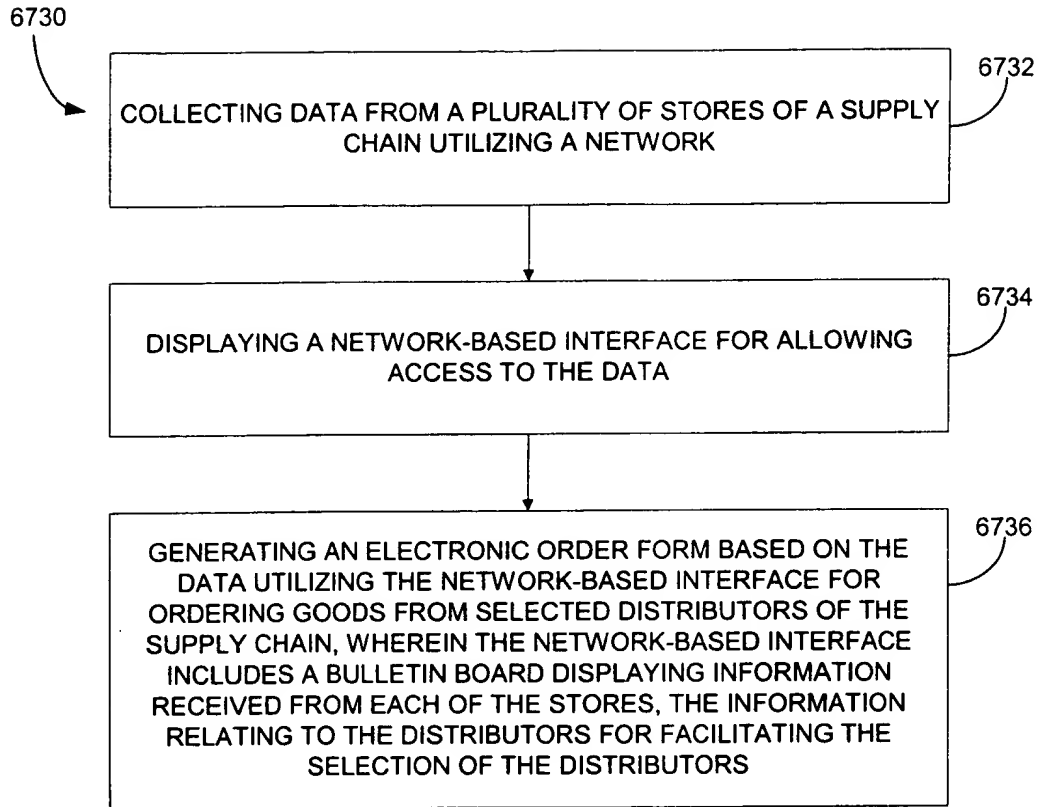


FIG. 67

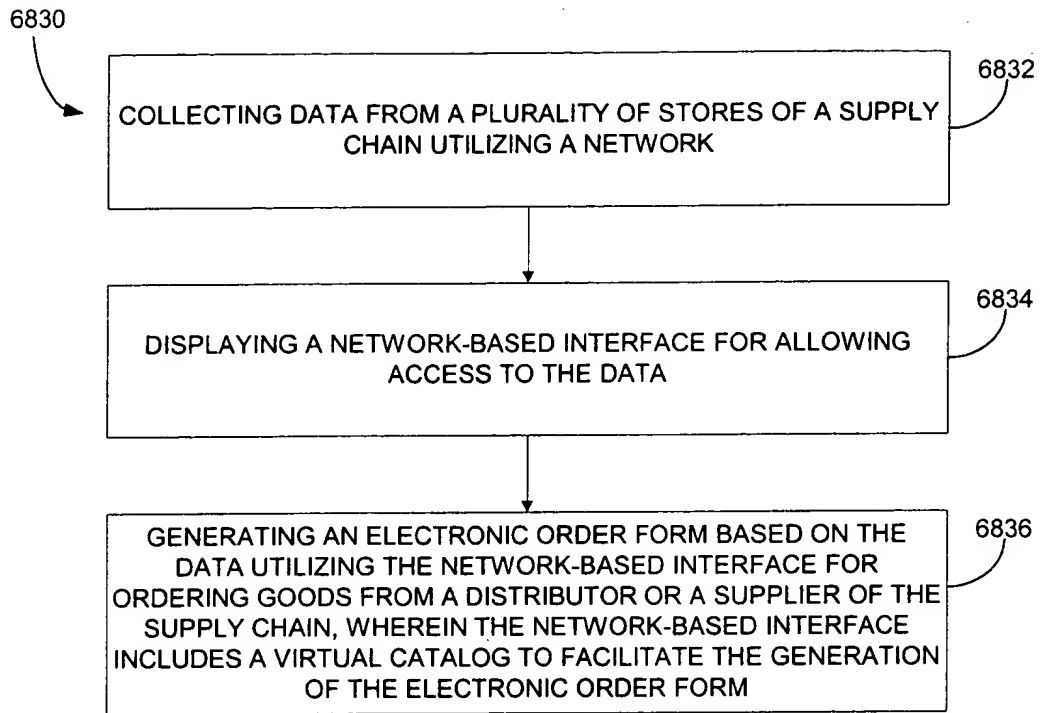


FIG. 68

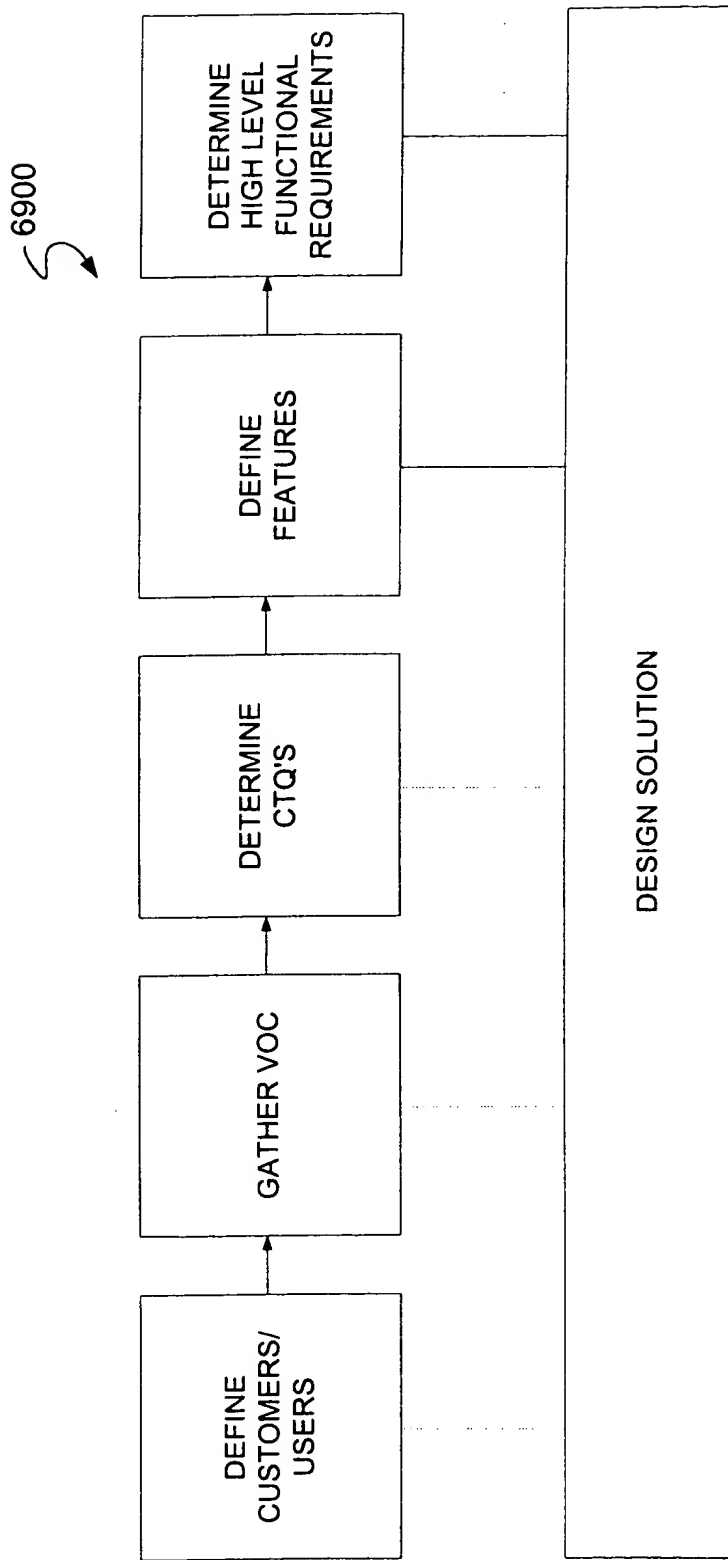


FIG. 69

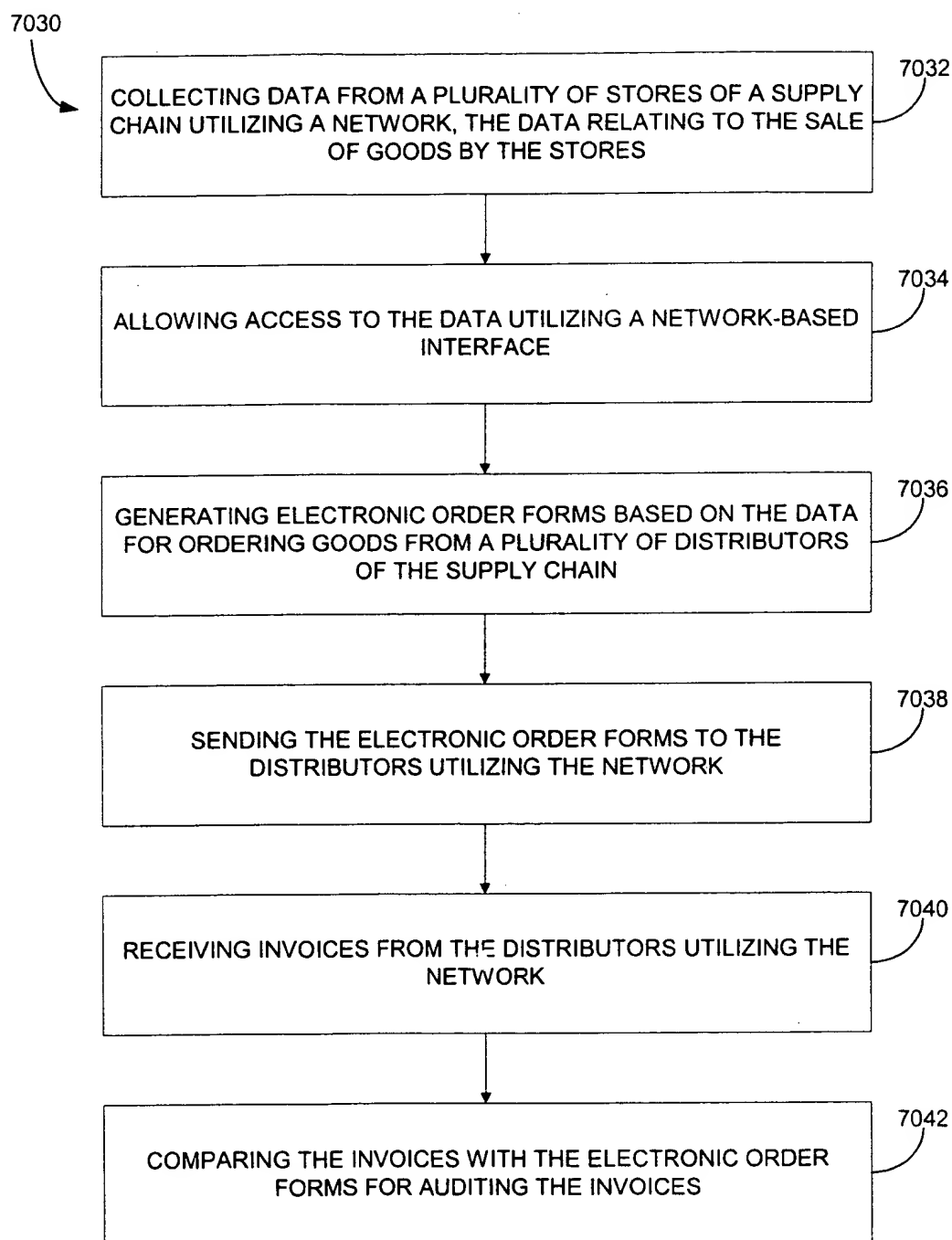


FIG. 70

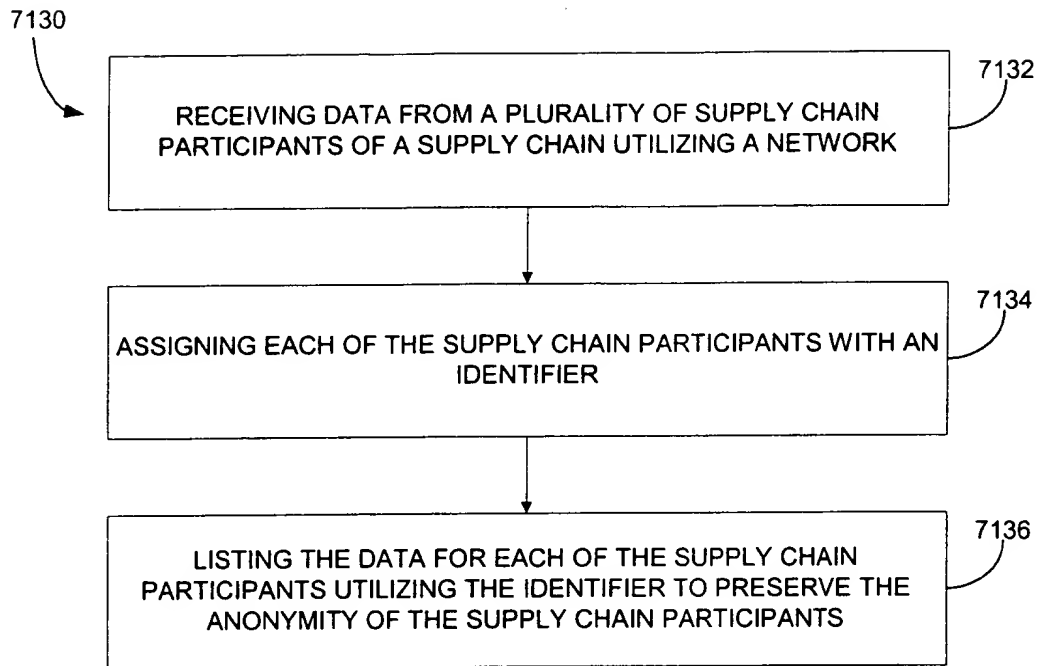


FIG. 71

09815463.070604

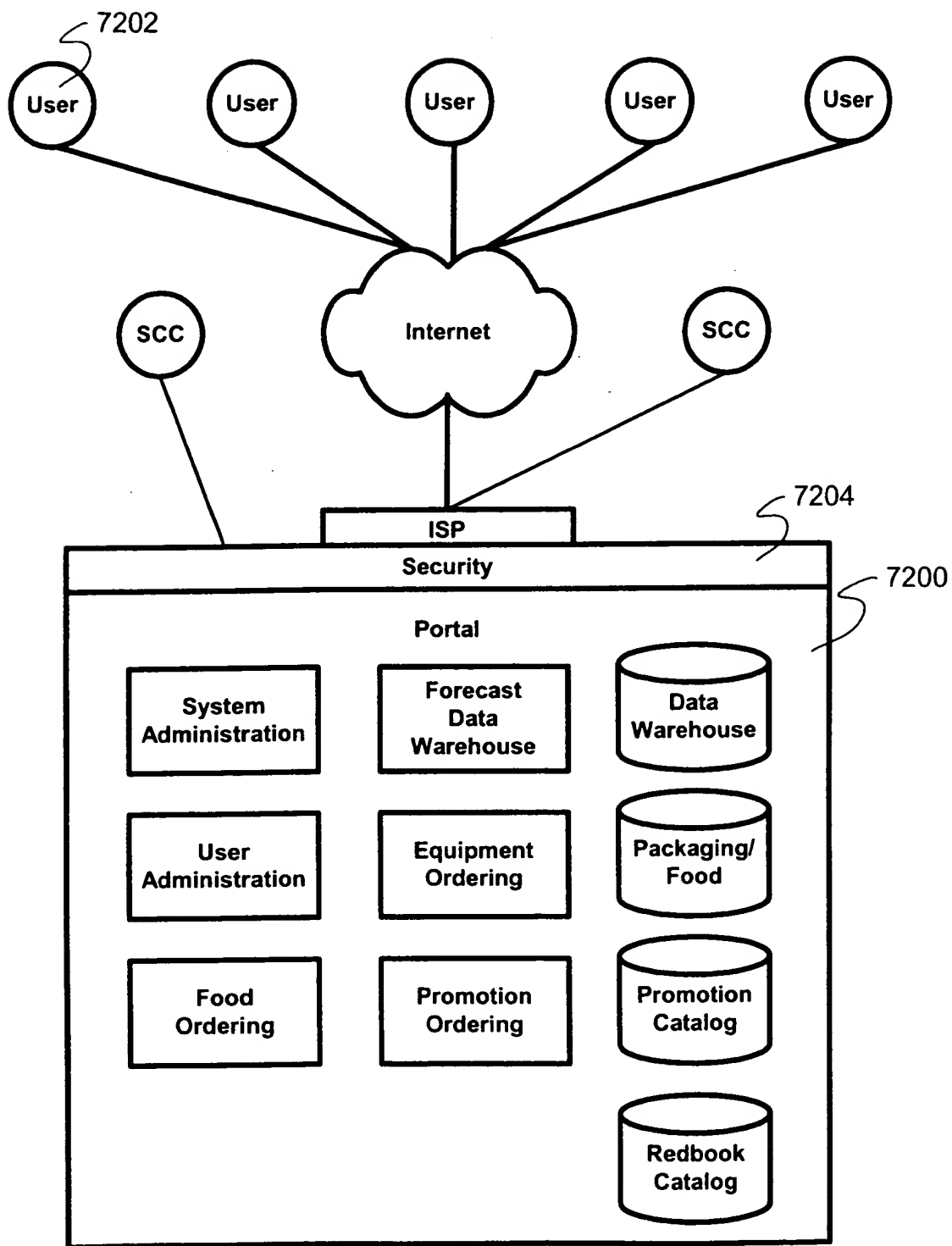


FIG. 72

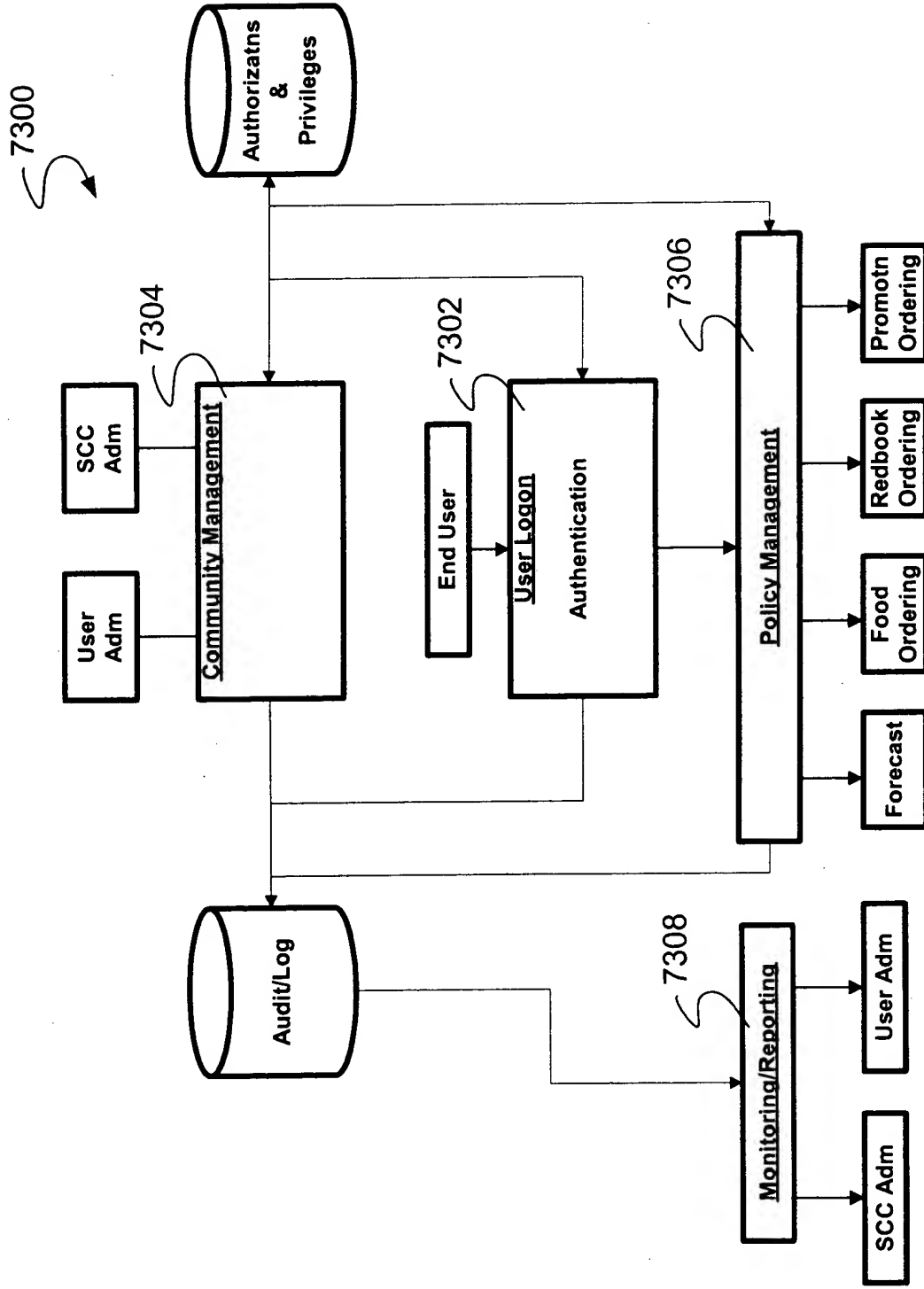


FIG. 73

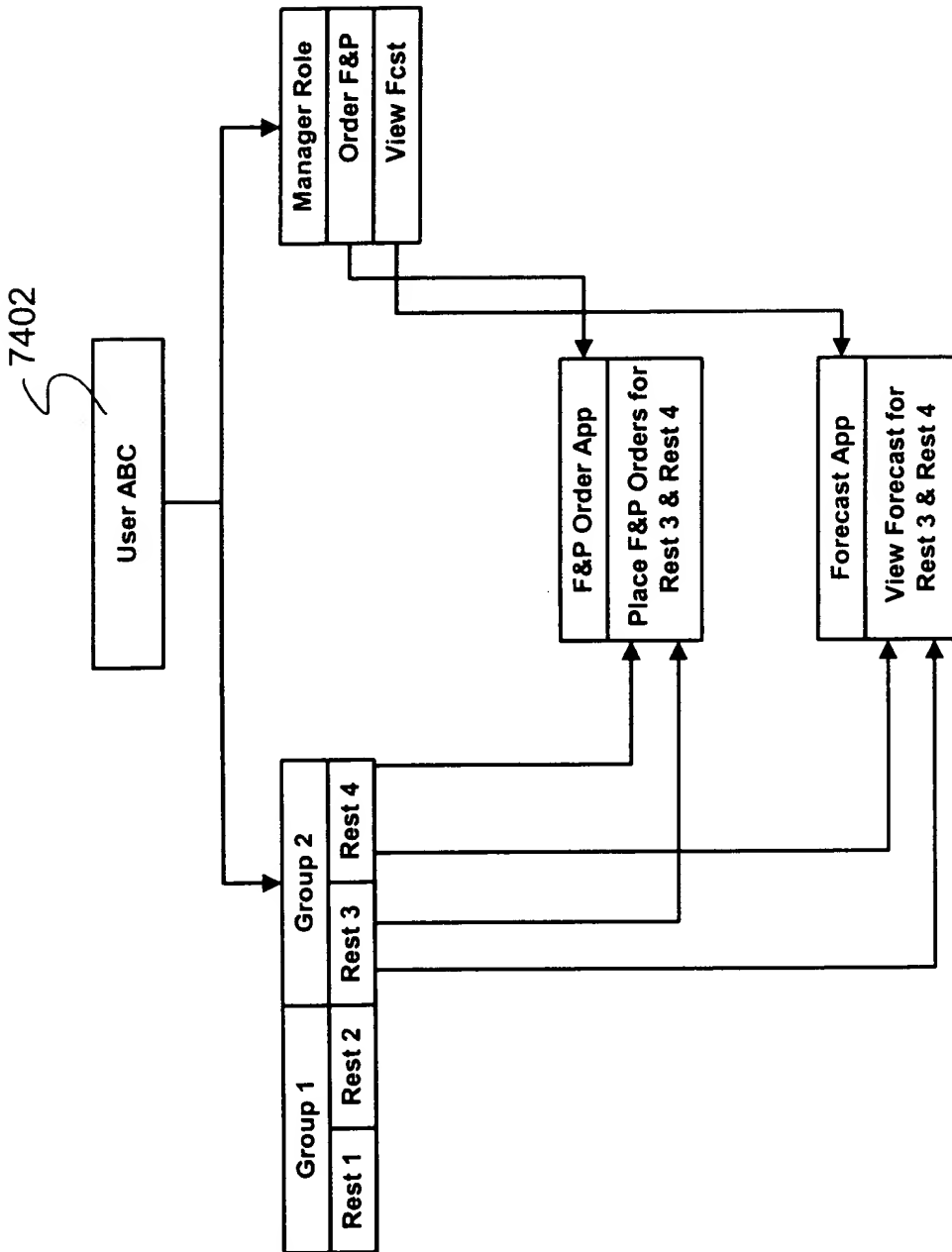


FIG. 74

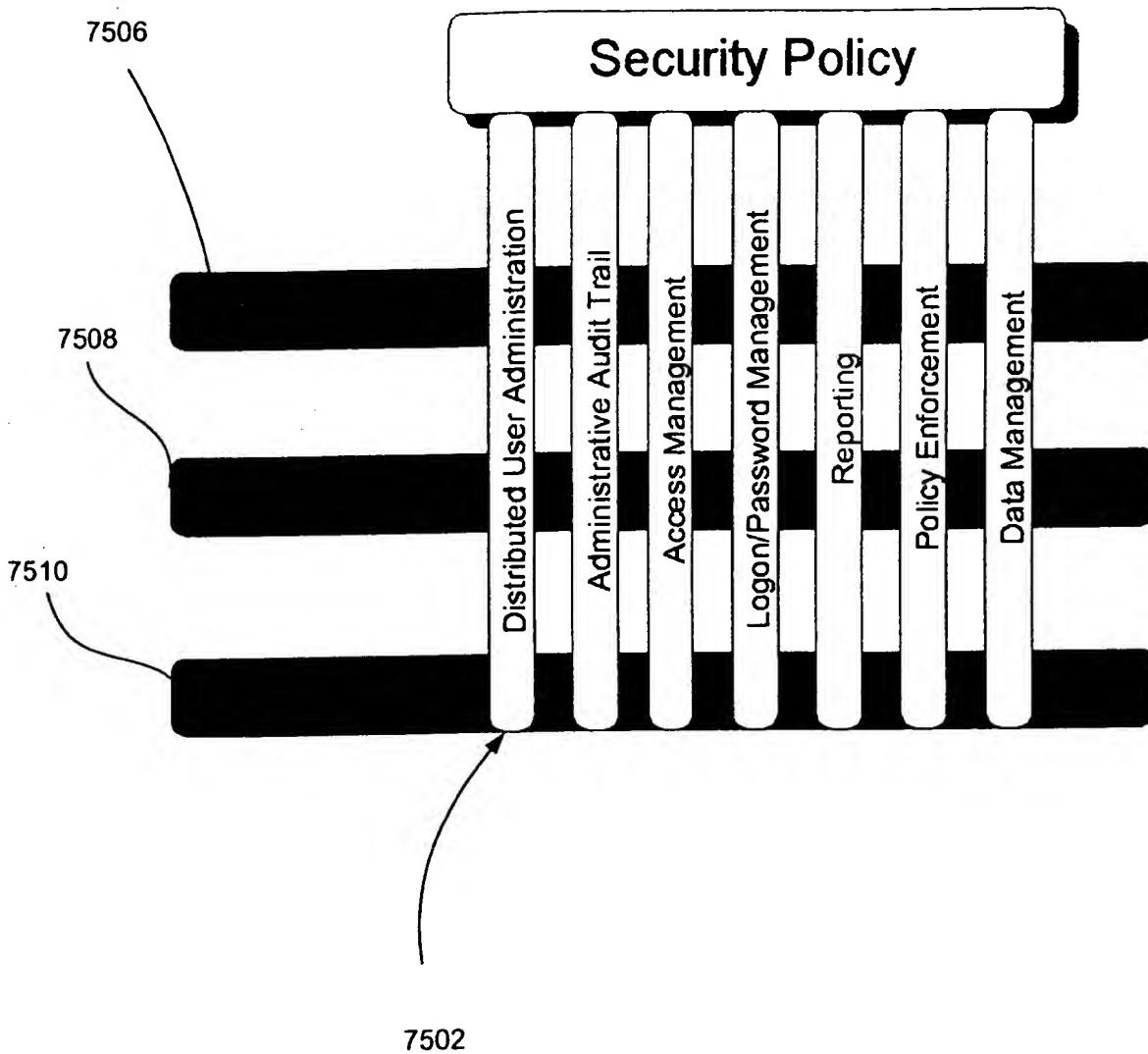


Fig. 75

09615463-070601
T09020-02451860

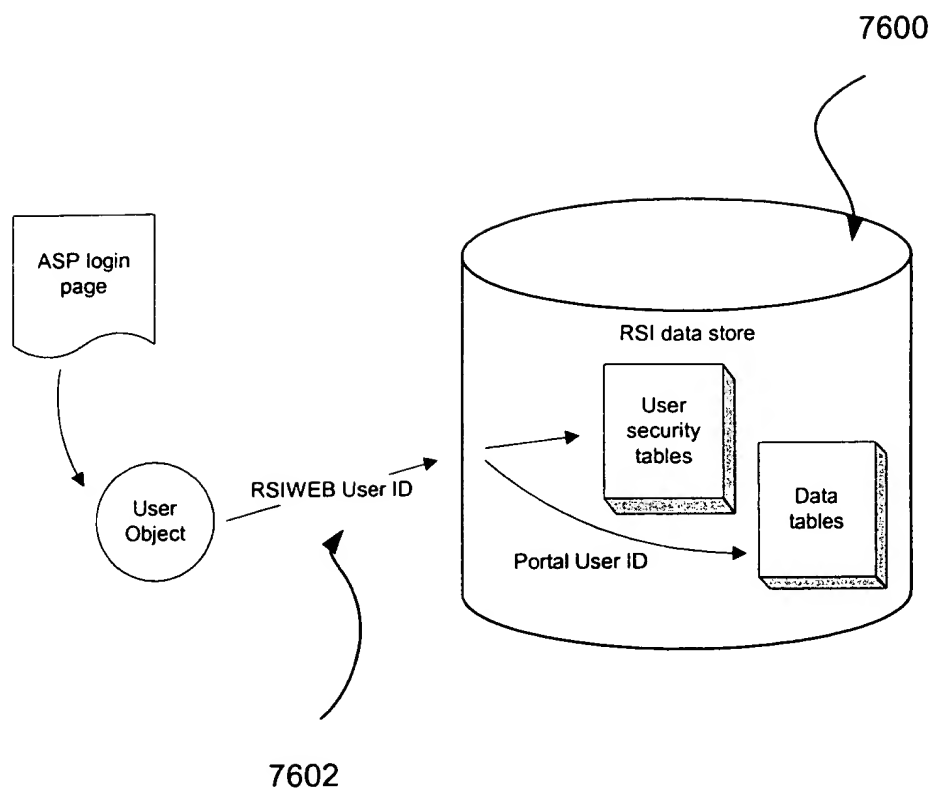


Fig. 76

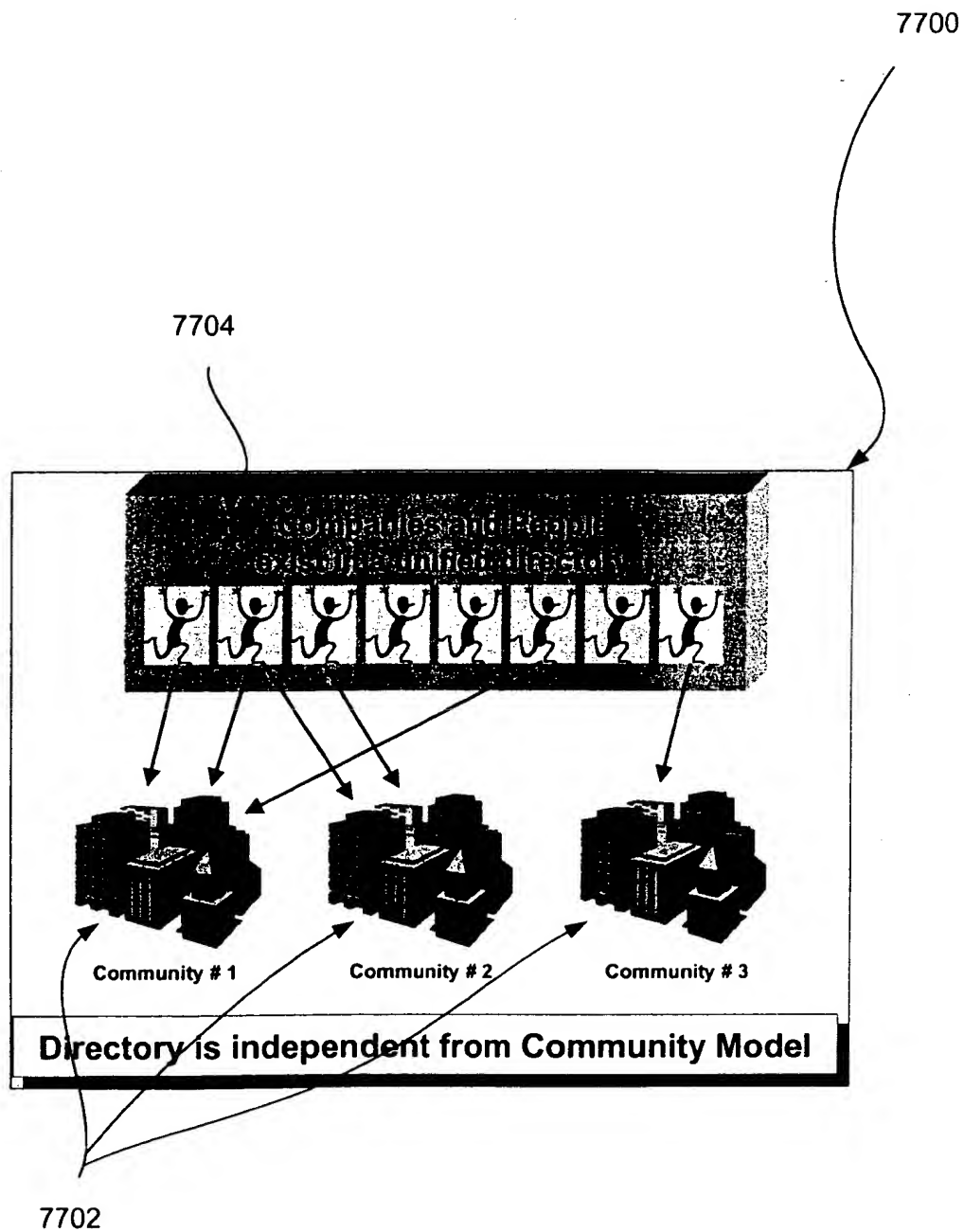


Fig. 77

09815463-070604

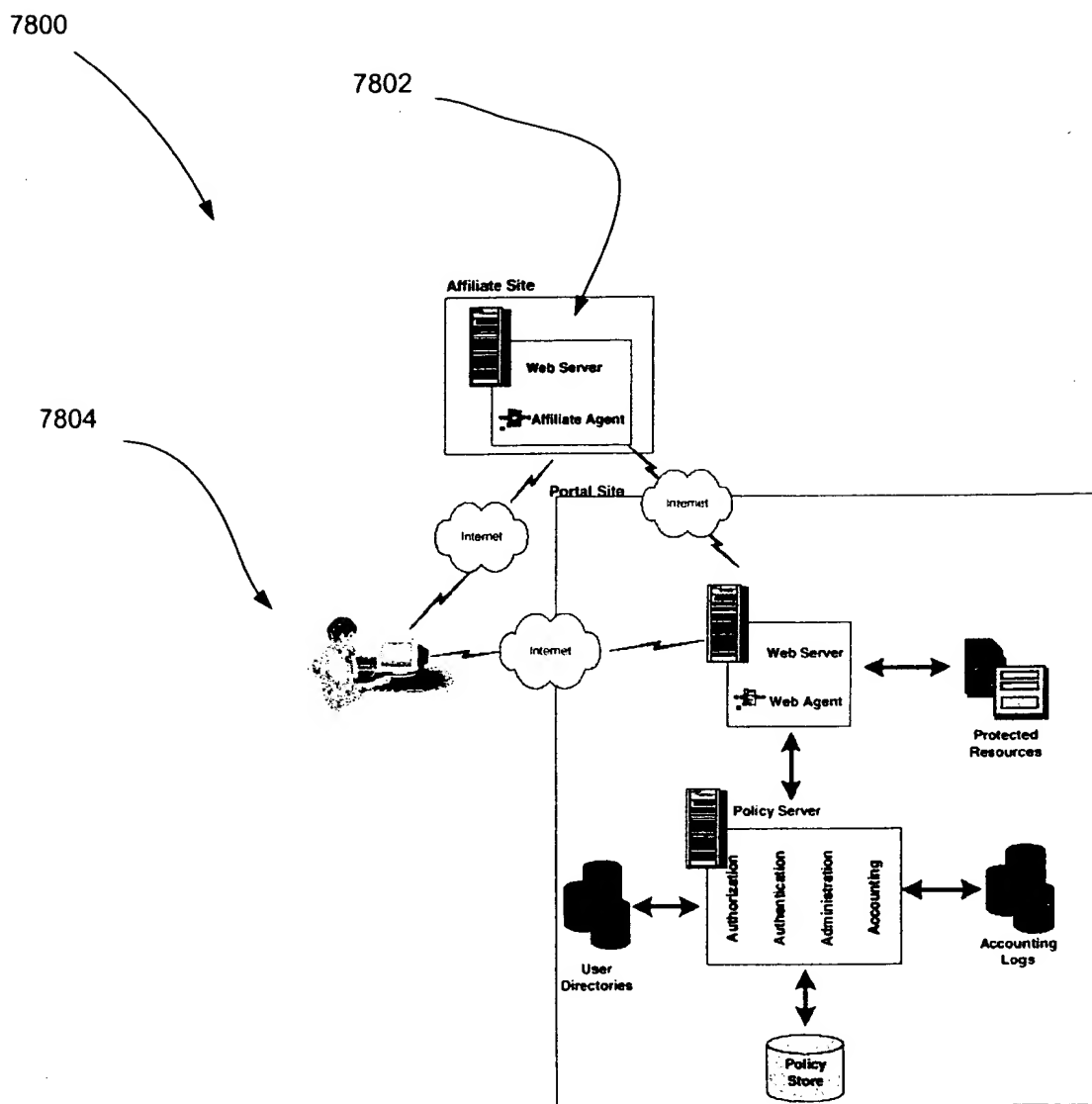


Fig. 78

7900

7902

Policy-Based Web Security Model

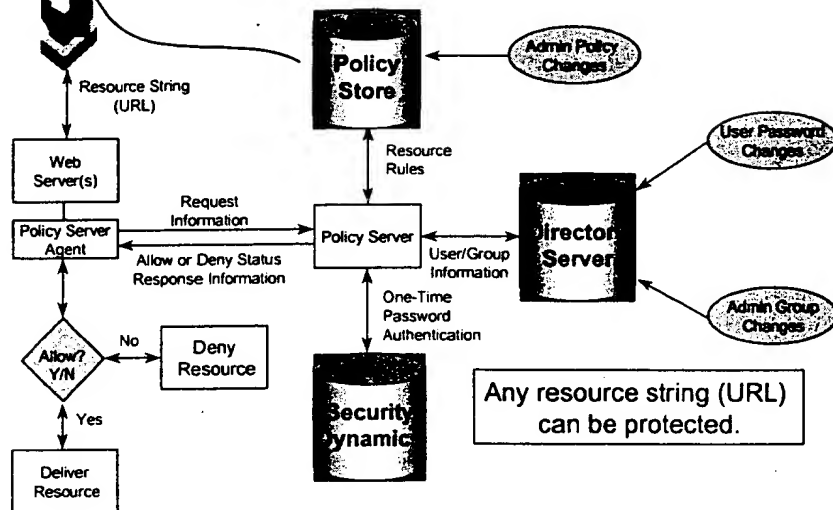


Fig. 79

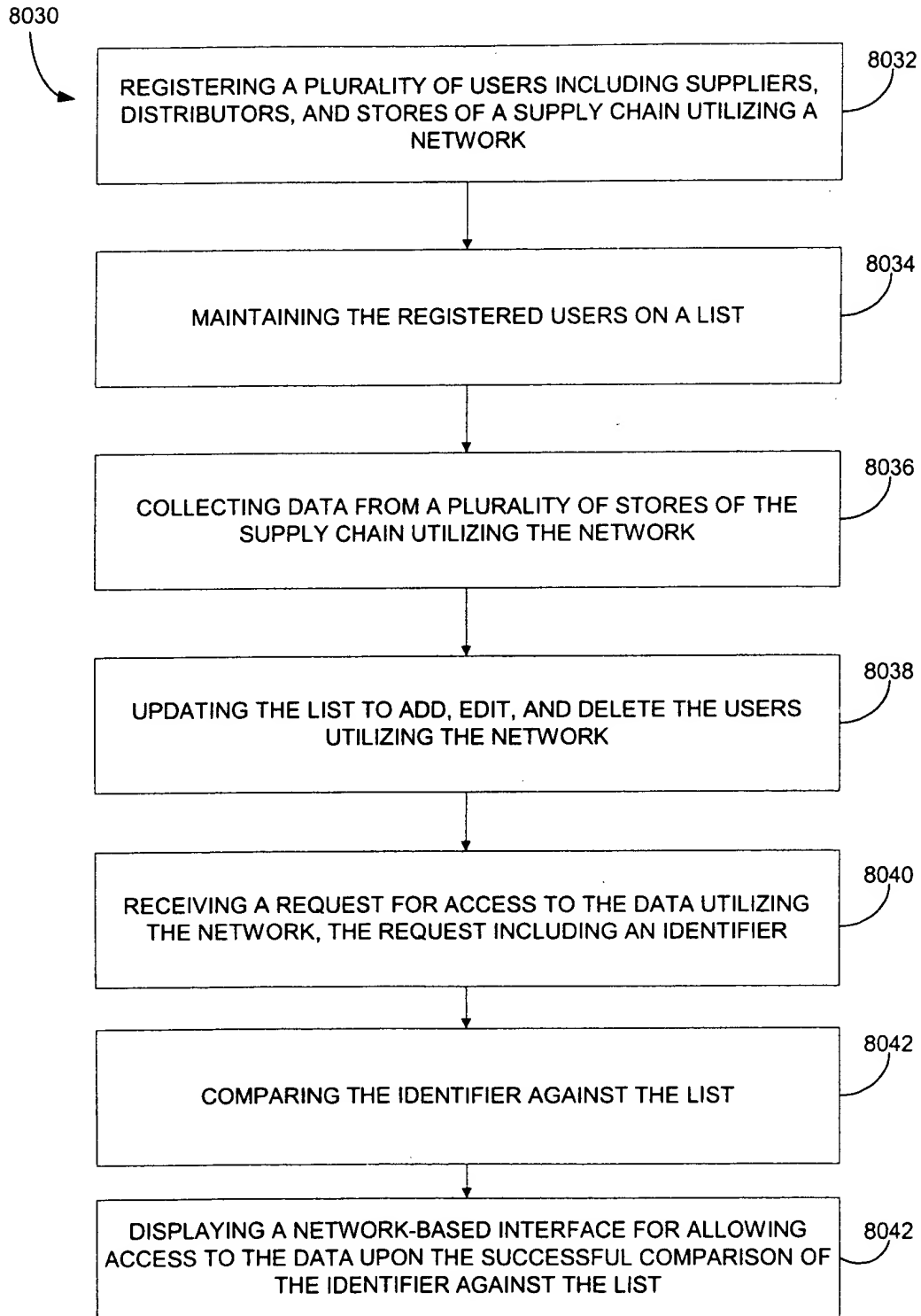


FIG. 80

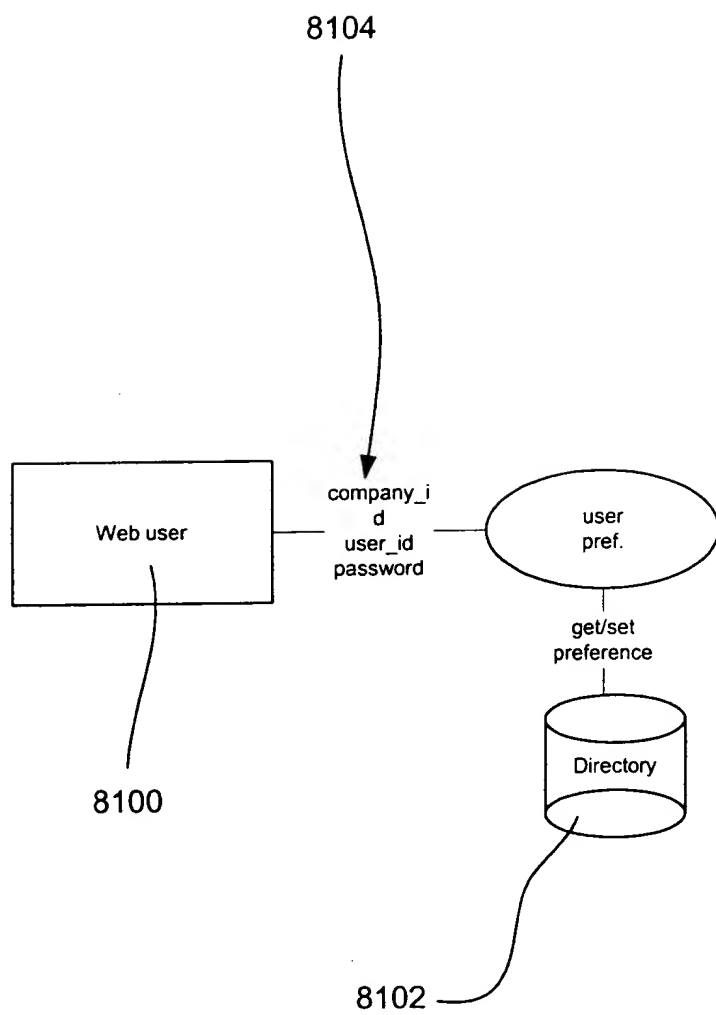


Fig. 81

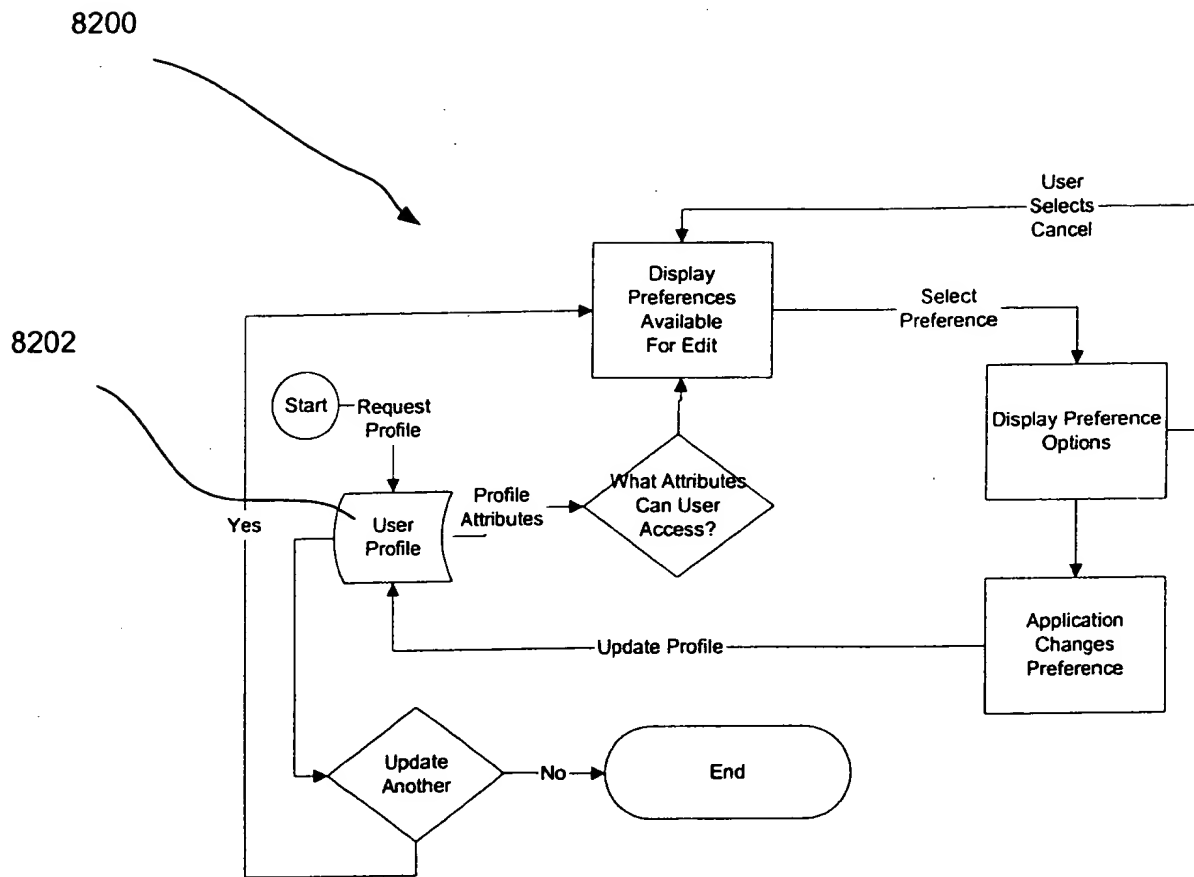


Fig. 82

09815463.070601

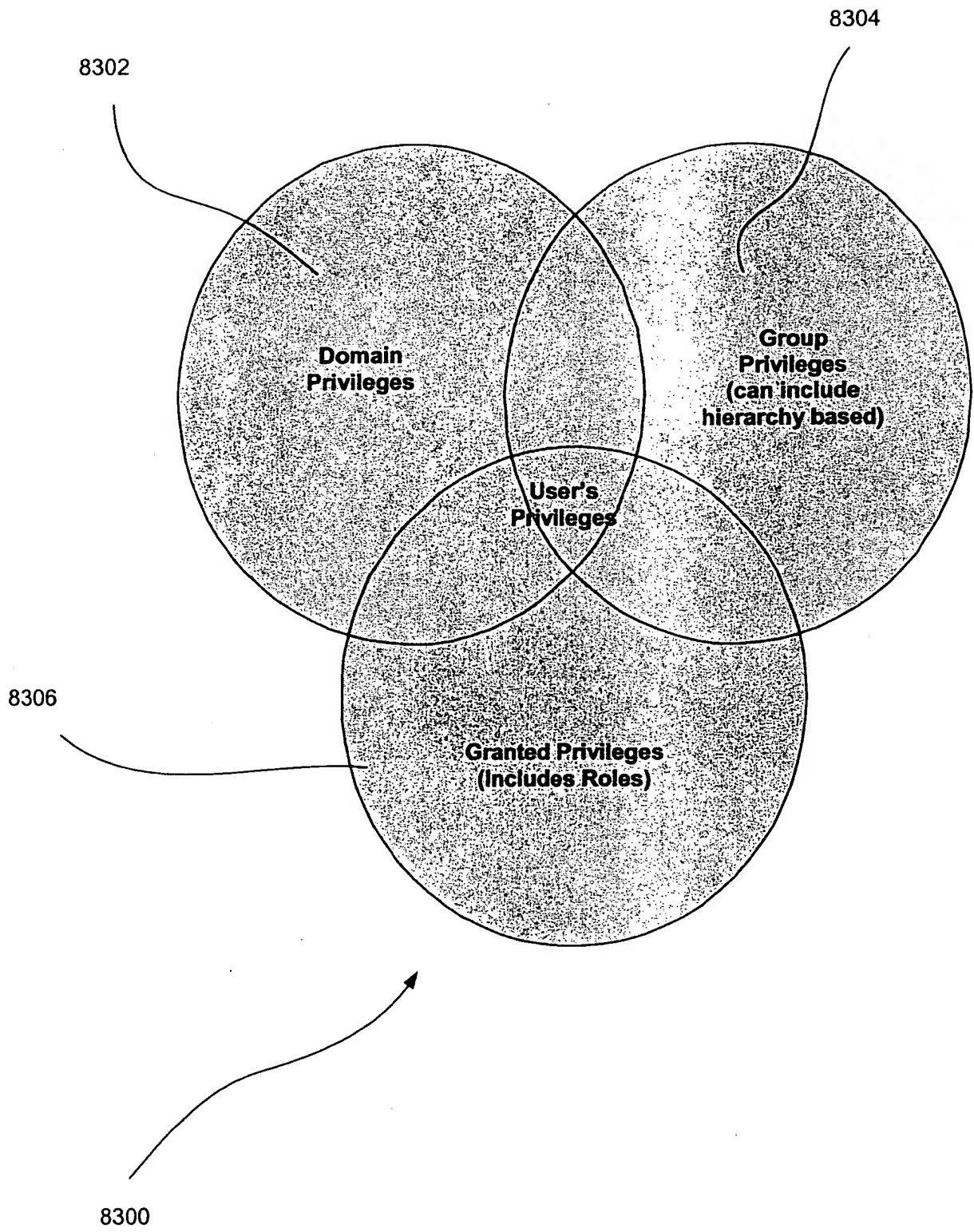


Fig. 83

Parameter	Value	Unit
Initial temperature	25.0	°C
Final temperature	25.0	°C
Initial pressure	1.013	bar
Final pressure	1.013	bar
Initial volume	0.001	m³
Final volume	0.001	m³
Initial mass	0.001	kg
Final mass	0.001	kg
Initial density	1000	kg/m³
Final density	1000	kg/m³
Initial viscosity	0.001	Pa·s
Final viscosity	0.001	Pa·s
Initial thermal conductivity	0.6	W/m·K
Final thermal conductivity	0.6	W/m·K
Initial specific heat capacity	4182	J/kg·K
Final specific heat capacity	4182	J/kg·K
Initial enthalpy	4182	J/kg
Final enthalpy	4182	J/kg
Initial entropy	4182	J/kg·K
Final entropy	4182	J/kg·K
Initial internal energy	4182	J/kg
Final internal energy	4182	J/kg
Initial Gibbs free energy	4182	J/kg
Final Gibbs free energy	4182	J/kg
Initial Helmholtz free energy	4182	J/kg
Final Helmholtz free energy	4182	J/kg
Initial chemical potential	4182	J/kg
Final chemical potential	4182	J/kg
Initial activity	1.0	
Final activity	1.0	
Initial fugacity	1.013	bar
Final fugacity	1.013	bar
Initial vapor pressure	1.013	bar
Final vapor pressure	1.013	bar
Initial saturation temperature	100	°C
Final saturation temperature	100	°C
Initial boiling point	100	°C
Final boiling point	100	°C
Initial melting point	0	°C
Final melting point	0	°C
Initial freezing point	0	°C
Final freezing point	0	°C
Initial glass transition temperature	-135	°C
Final glass transition temperature	-135	°C
Initial critical temperature	374	°C
Final critical temperature	374	°C
Initial critical pressure	218	bar
Final critical pressure	218	bar
Initial critical density	322	kg/m³
Final critical density	322	kg/m³
Initial critical viscosity	0.001	Pa·s
Final critical viscosity	0.001	Pa·s
Initial critical thermal conductivity	0.6	W/m·K
Final critical thermal conductivity	0.6	W/m·K
Initial critical specific heat capacity	4182	J/kg·K
Final critical specific heat capacity	4182	J/kg·K
Initial critical enthalpy	4182	J/kg
Final critical enthalpy	4182	J/kg
Initial critical entropy	4182	J/kg·K
Final critical entropy	4182	J/kg·K
Initial critical internal energy	4182	J/kg
Final critical internal energy	4182	J/kg
Initial critical Gibbs free energy	4182	J/kg
Final critical Gibbs free energy	4182	J/kg
Initial critical Helmholtz free energy	4182	J/kg
Final critical Helmholtz free energy	4182	J/kg
Initial critical chemical potential	4182	J/kg
Final critical chemical potential	4182	J/kg
Initial critical activity	1.0	
Final critical activity	1.0	
Initial critical fugacity	1.013	bar
Final critical fugacity	1.013	bar
Initial critical vapor pressure	1.013	bar
Final critical vapor pressure	1.013	bar
Initial critical saturation temperature	100	°C
Final critical saturation temperature	100	°C
Initial critical boiling point	100	°C
Final critical boiling point	100	°C
Initial critical melting point	0	°C
Final critical melting point	0	°C
Initial critical freezing point	0	°C
Final critical freezing point	0	°C
Initial critical glass transition temperature	-135	°C
Final critical glass transition temperature	-135	°C

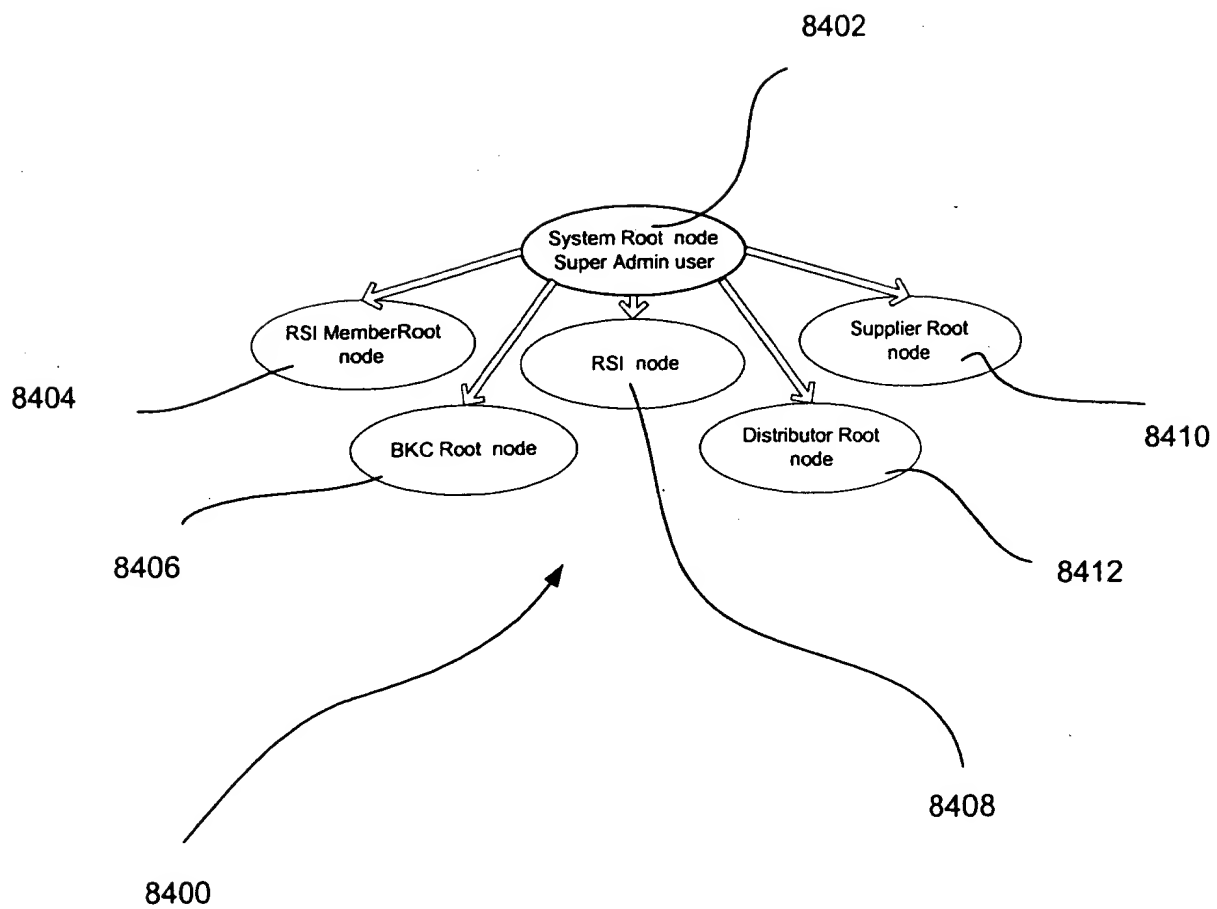


Fig. 84

09815453-070601

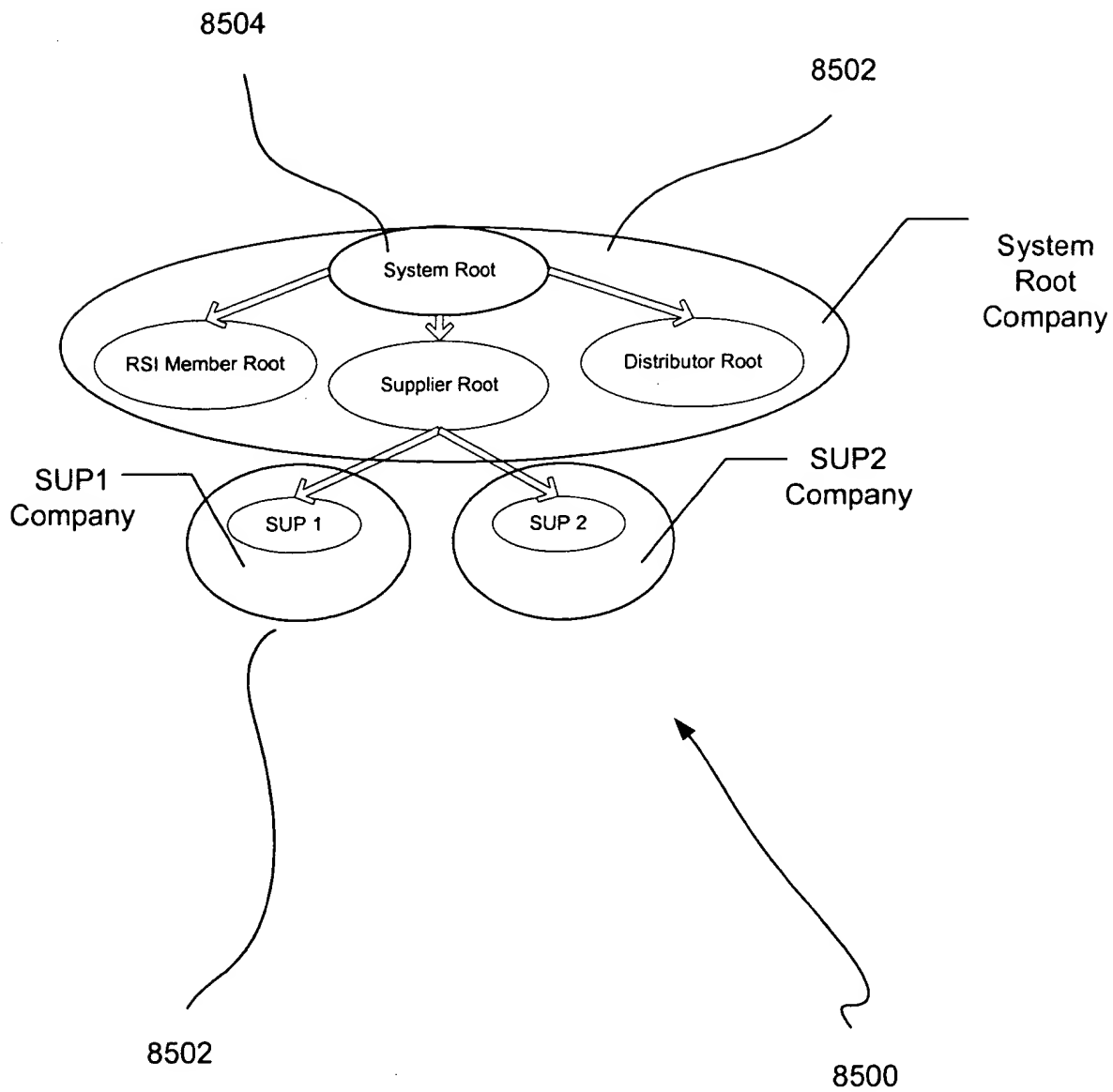


Fig. 85

8600

8602

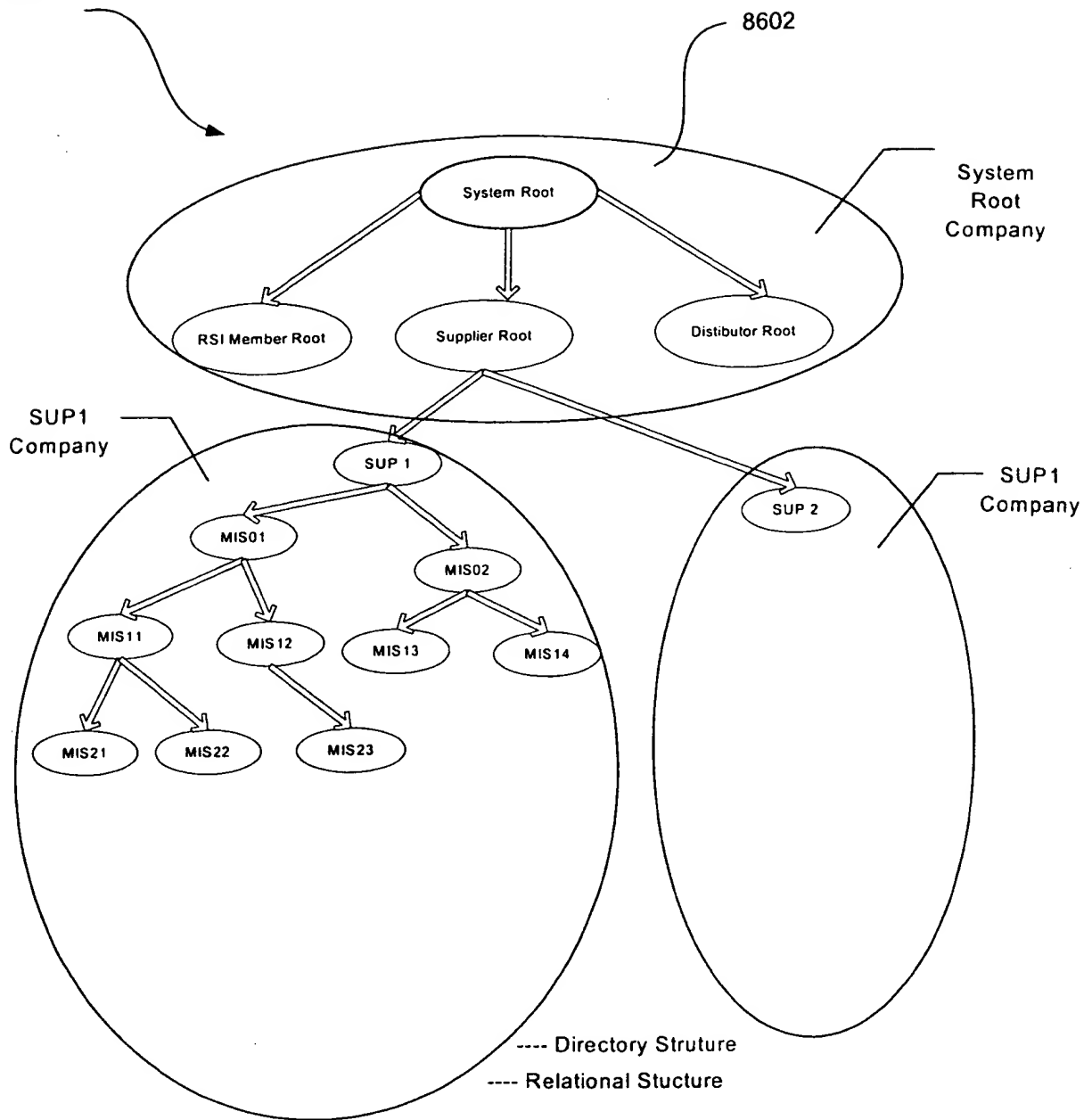


Fig. 86

8700

Group Hierarchy Management: Data Flow

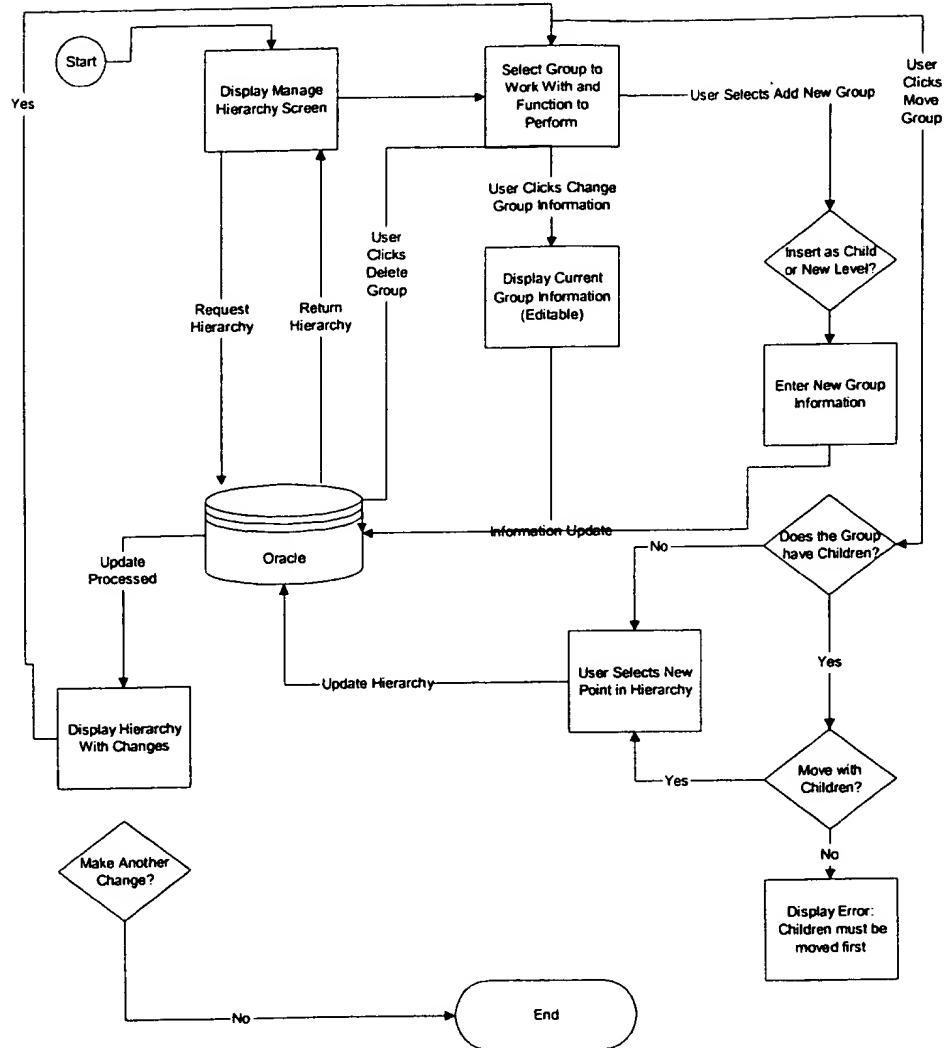


Fig. 87

8800

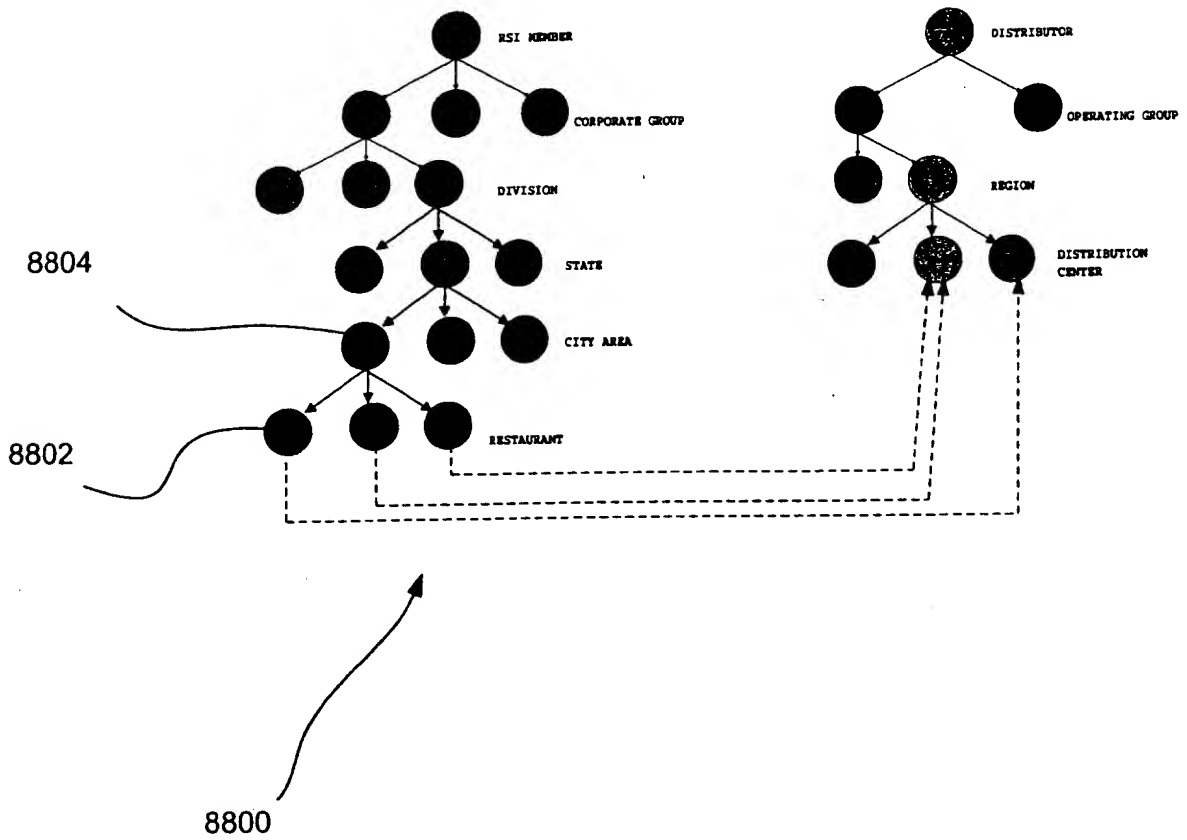


Fig. 88

8902

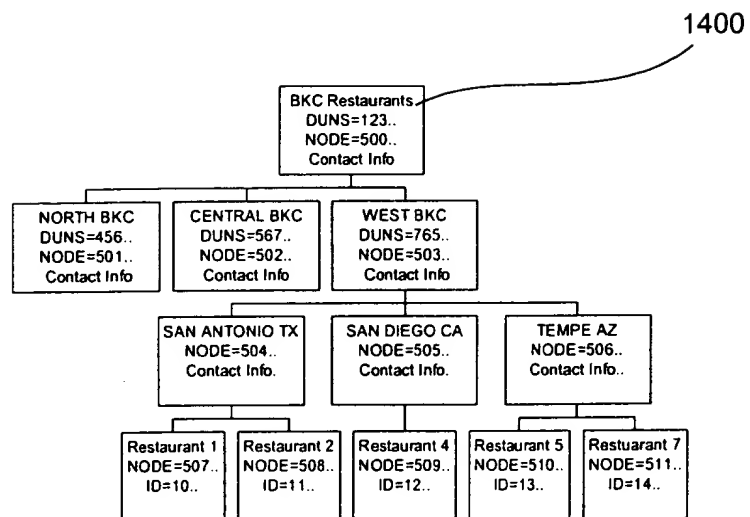


Fig. 89

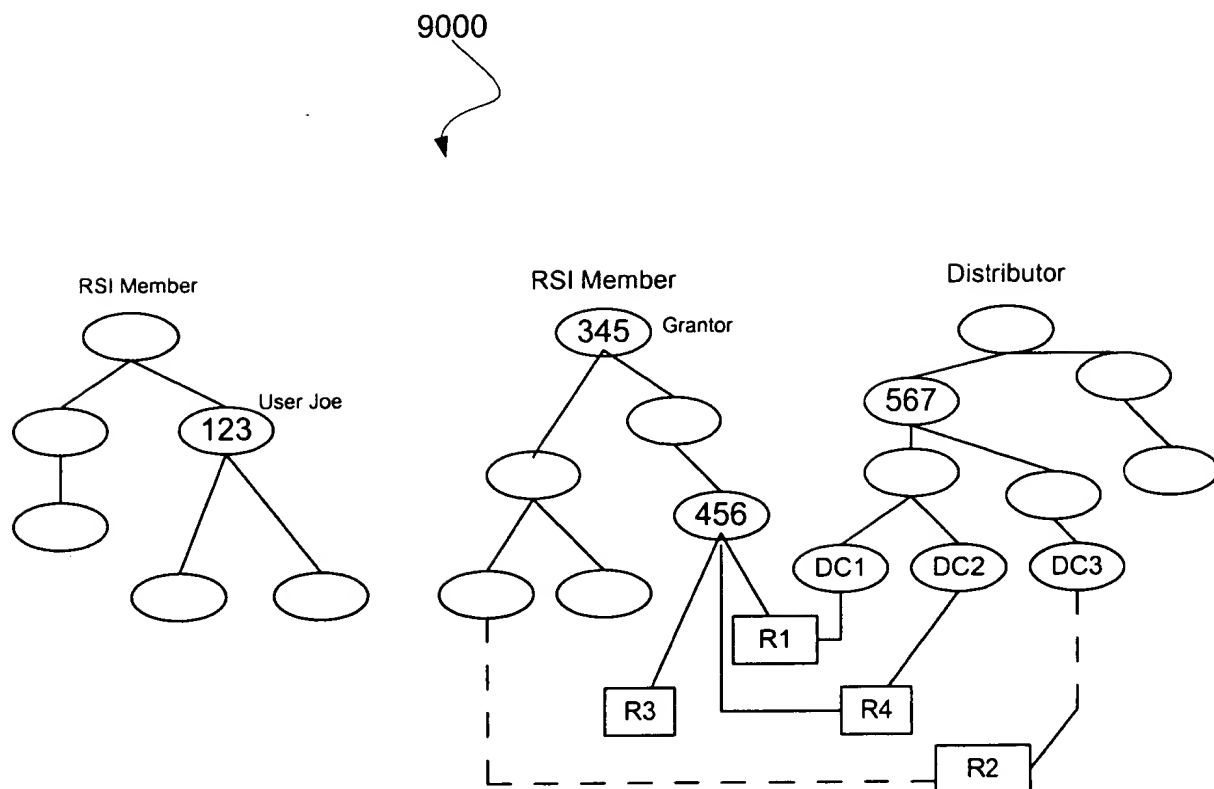


FIG. 90

9100

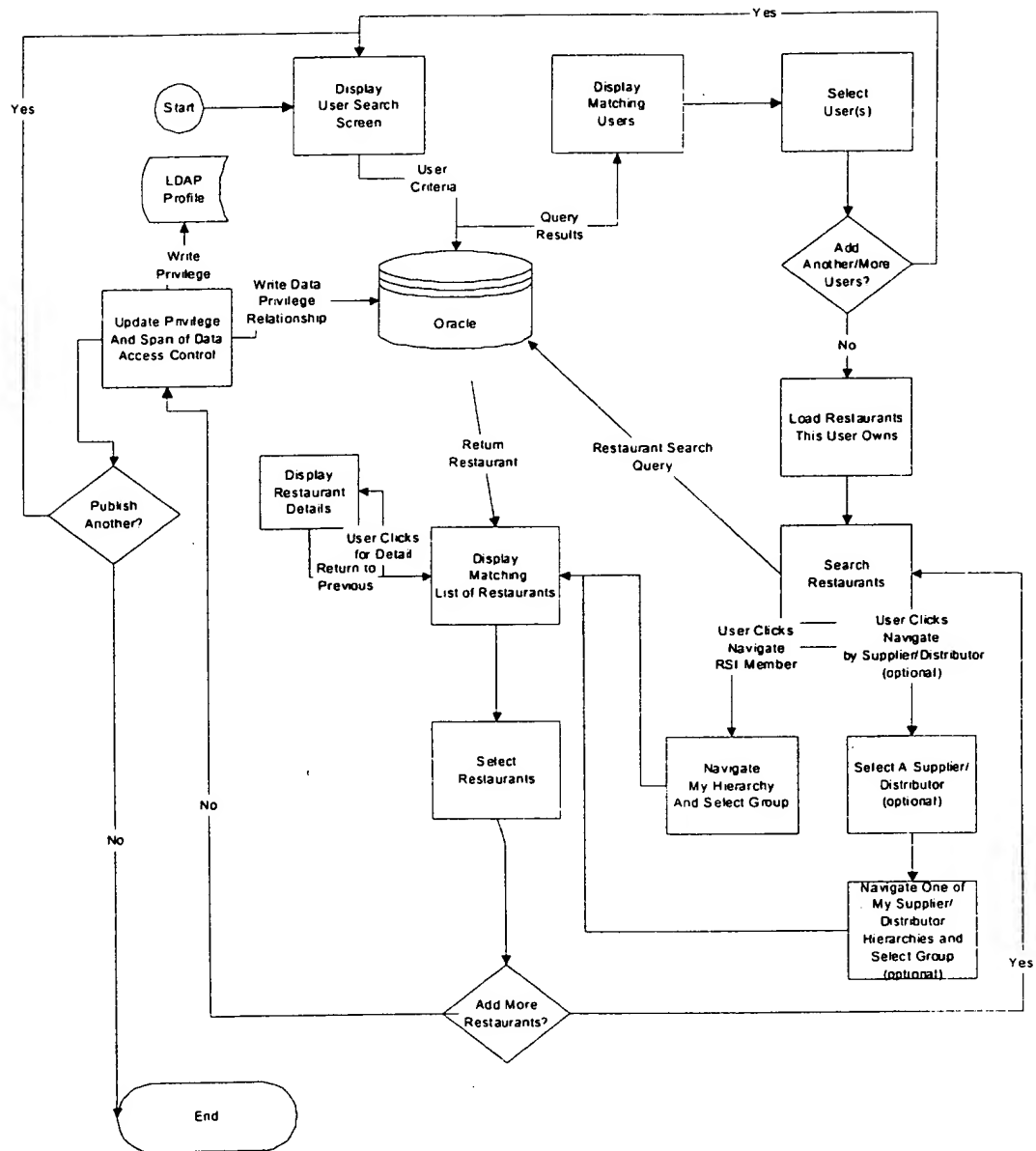


Fig. 91

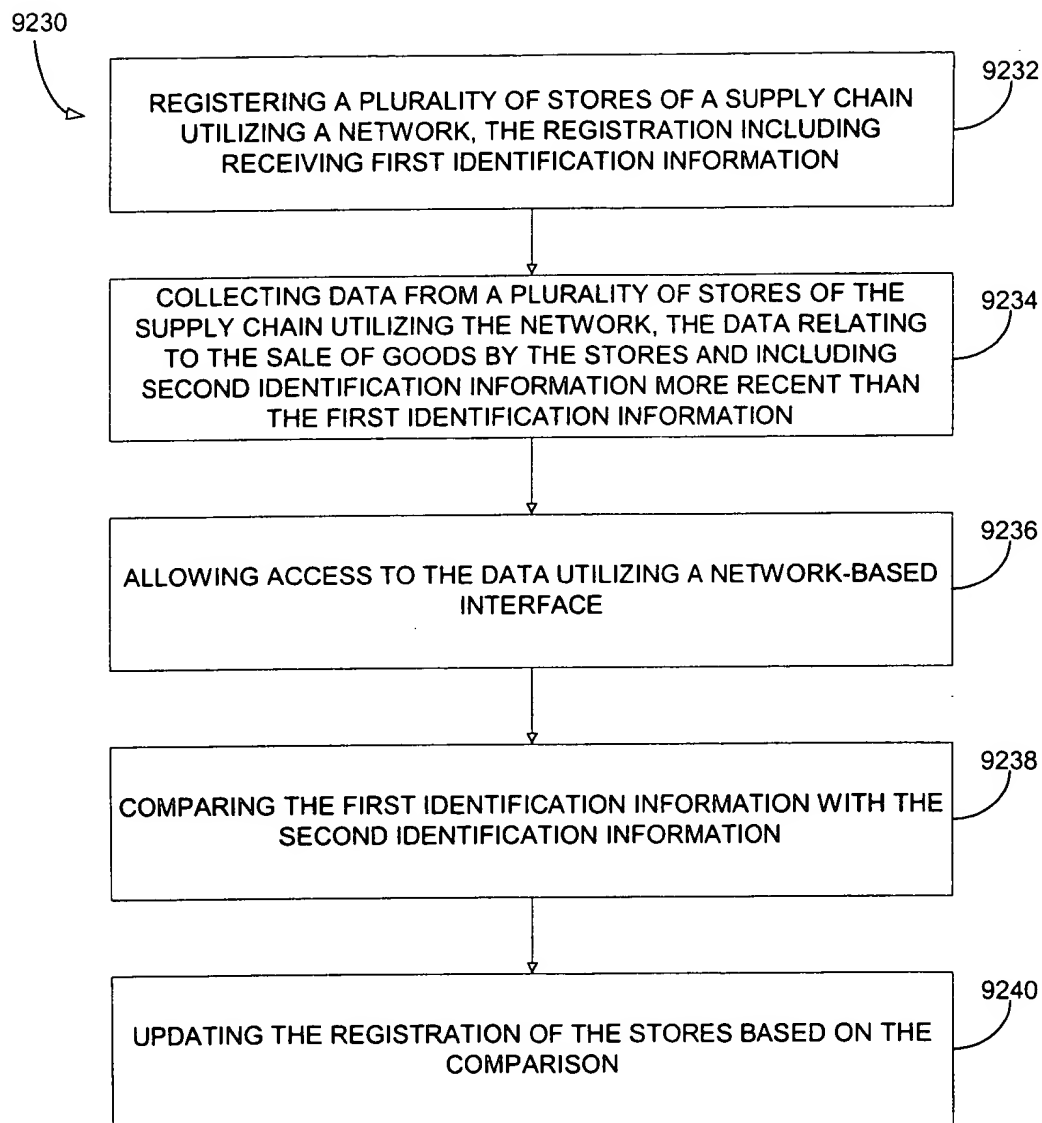


FIG. 92

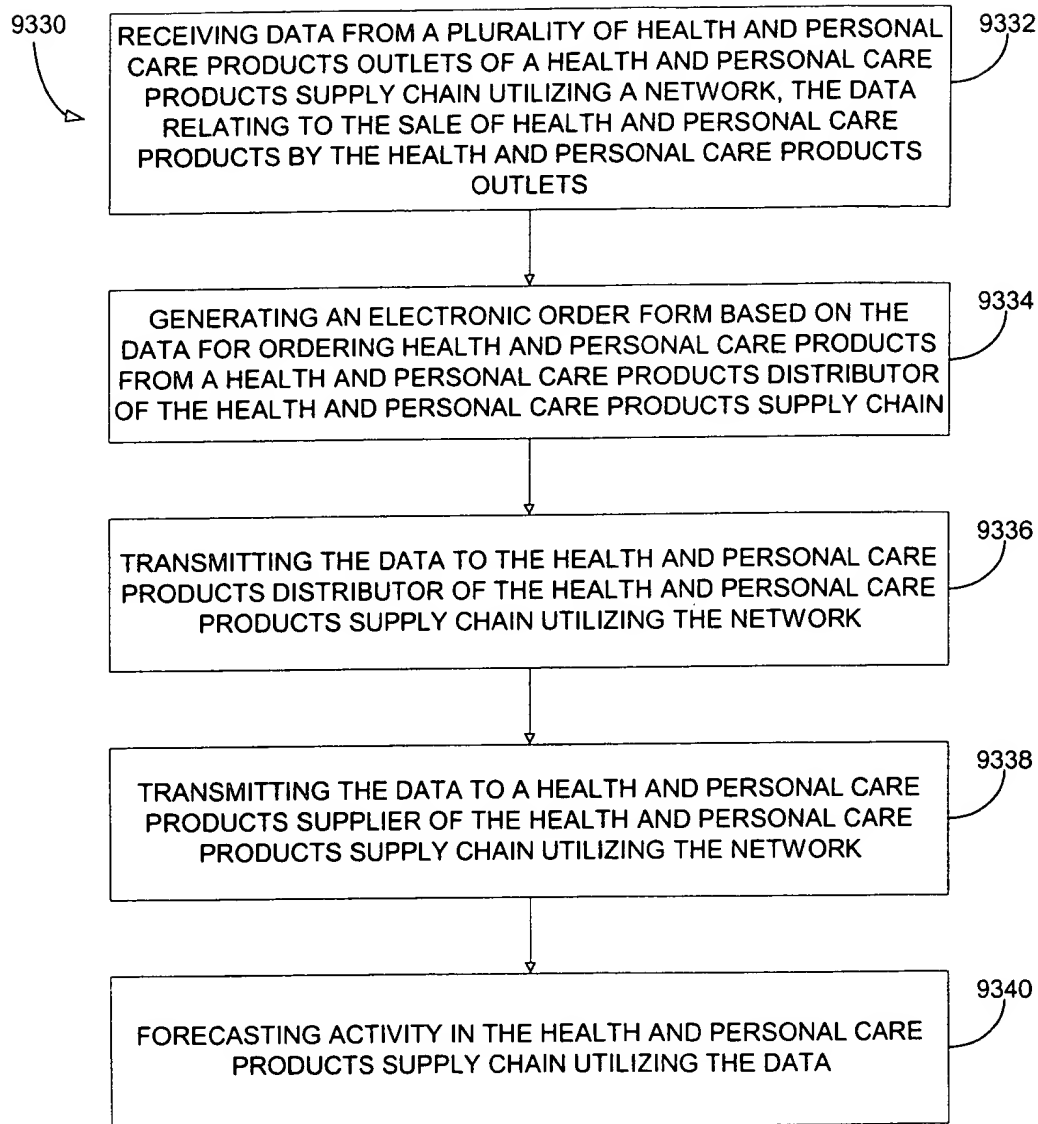


FIG. 93

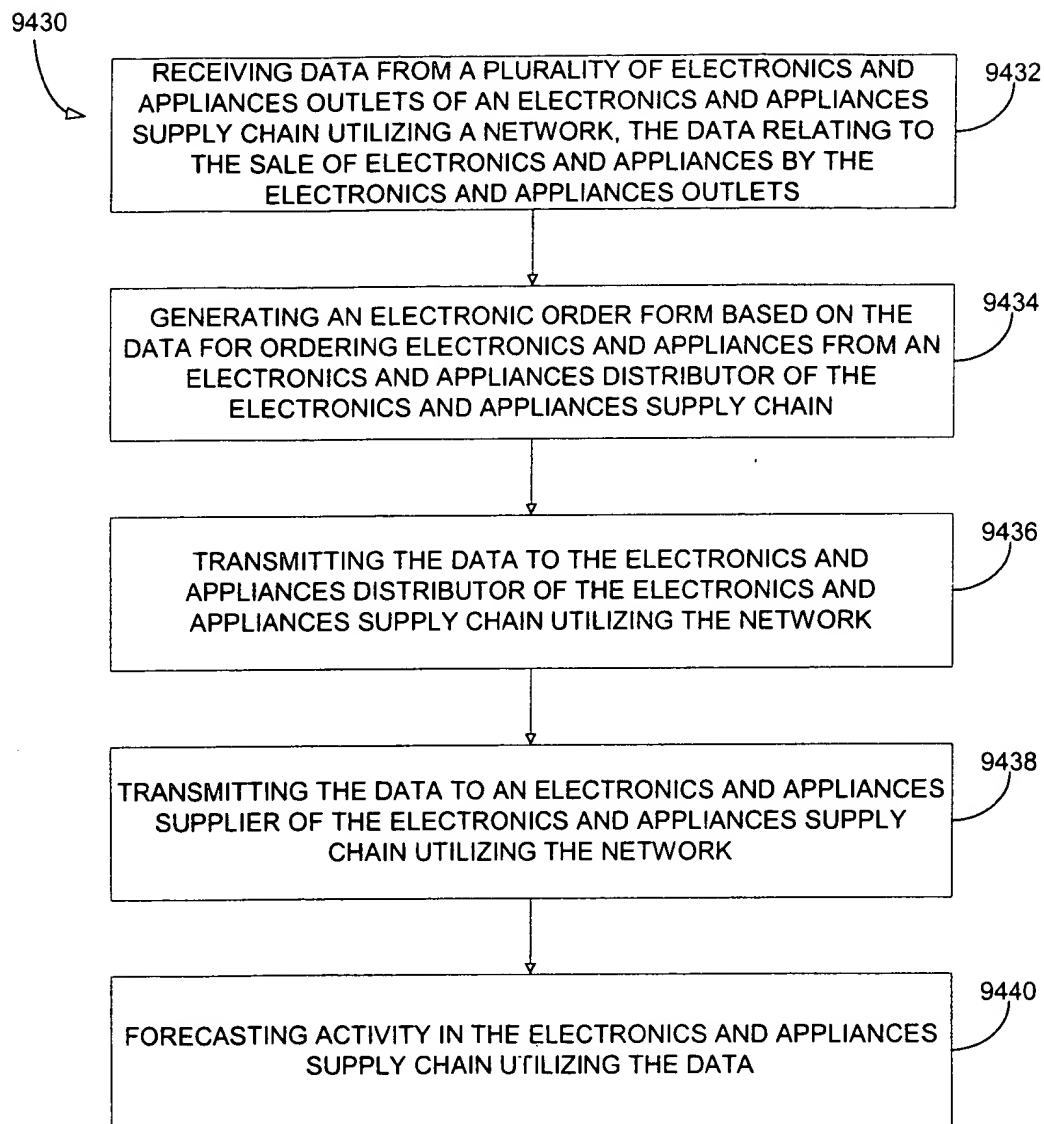


FIG. 94

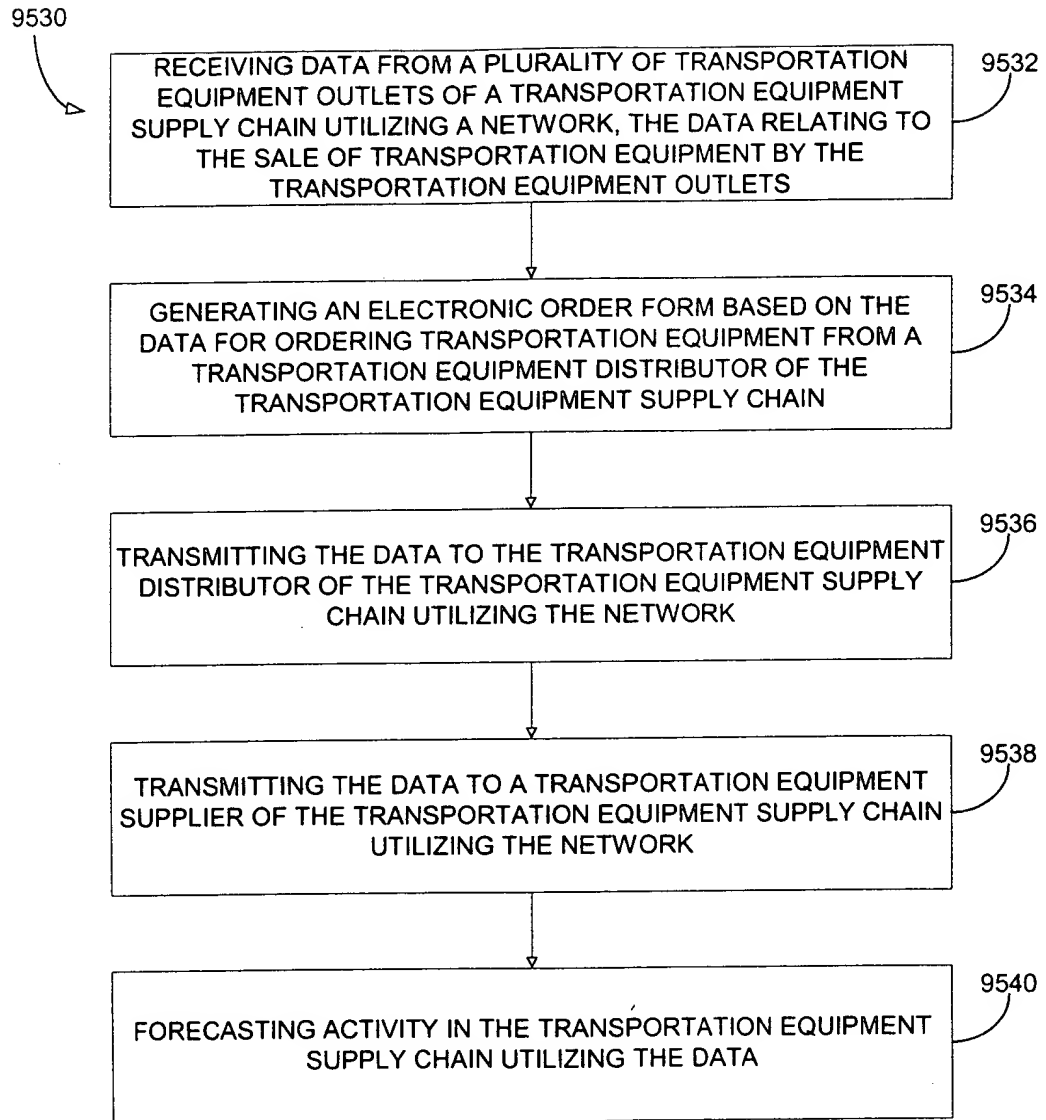


FIG. 95

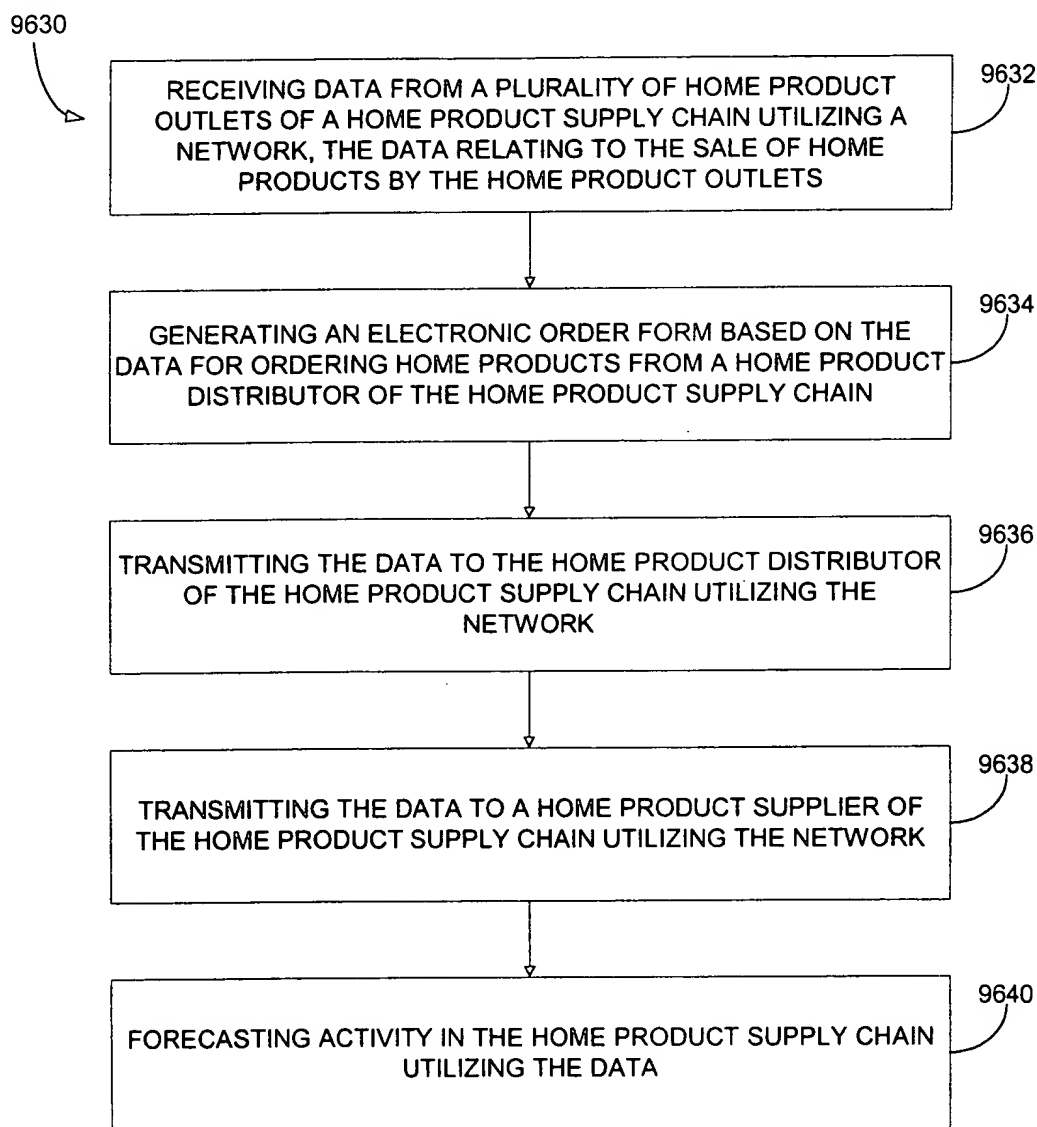


FIG. 96

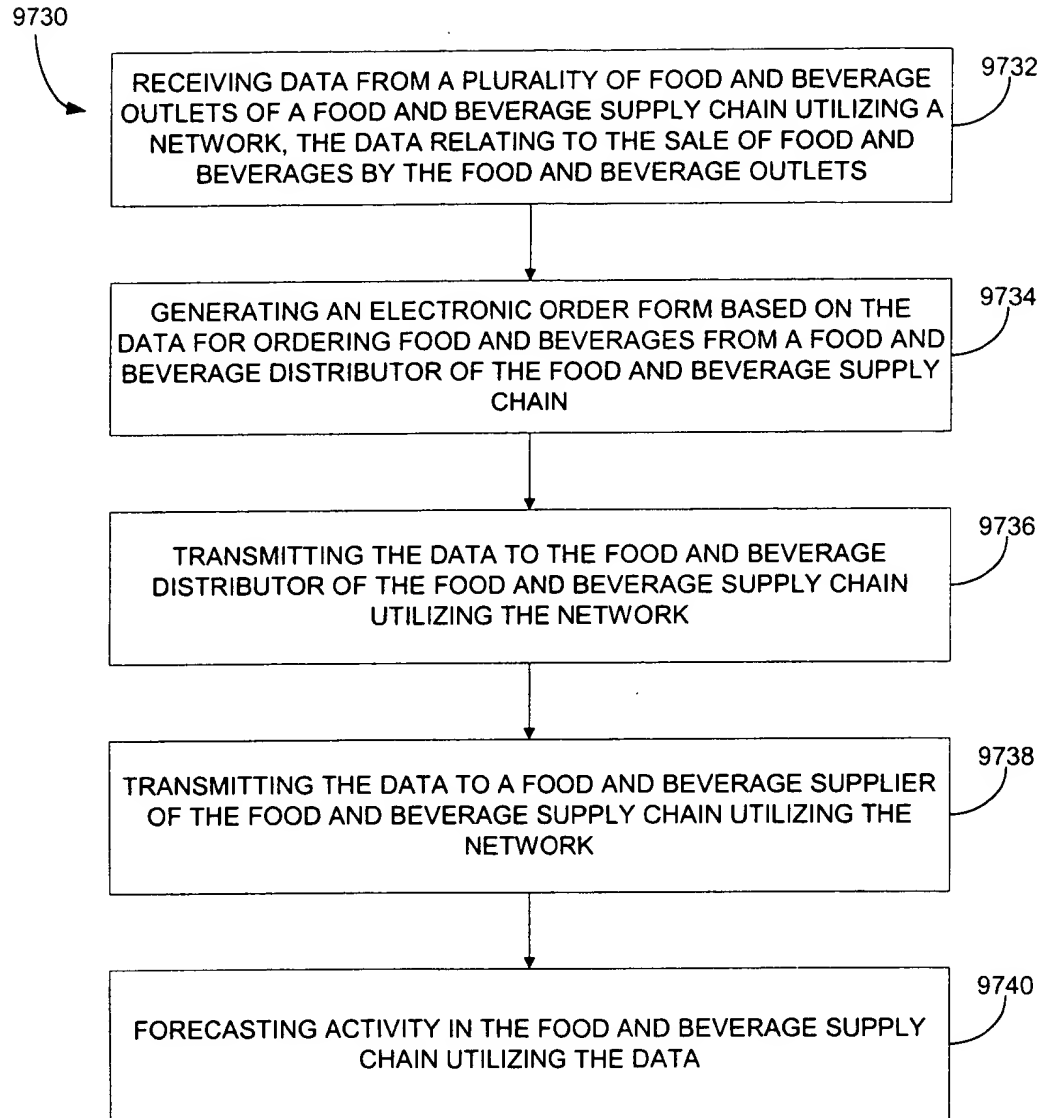


FIG. 97

09815463-070601

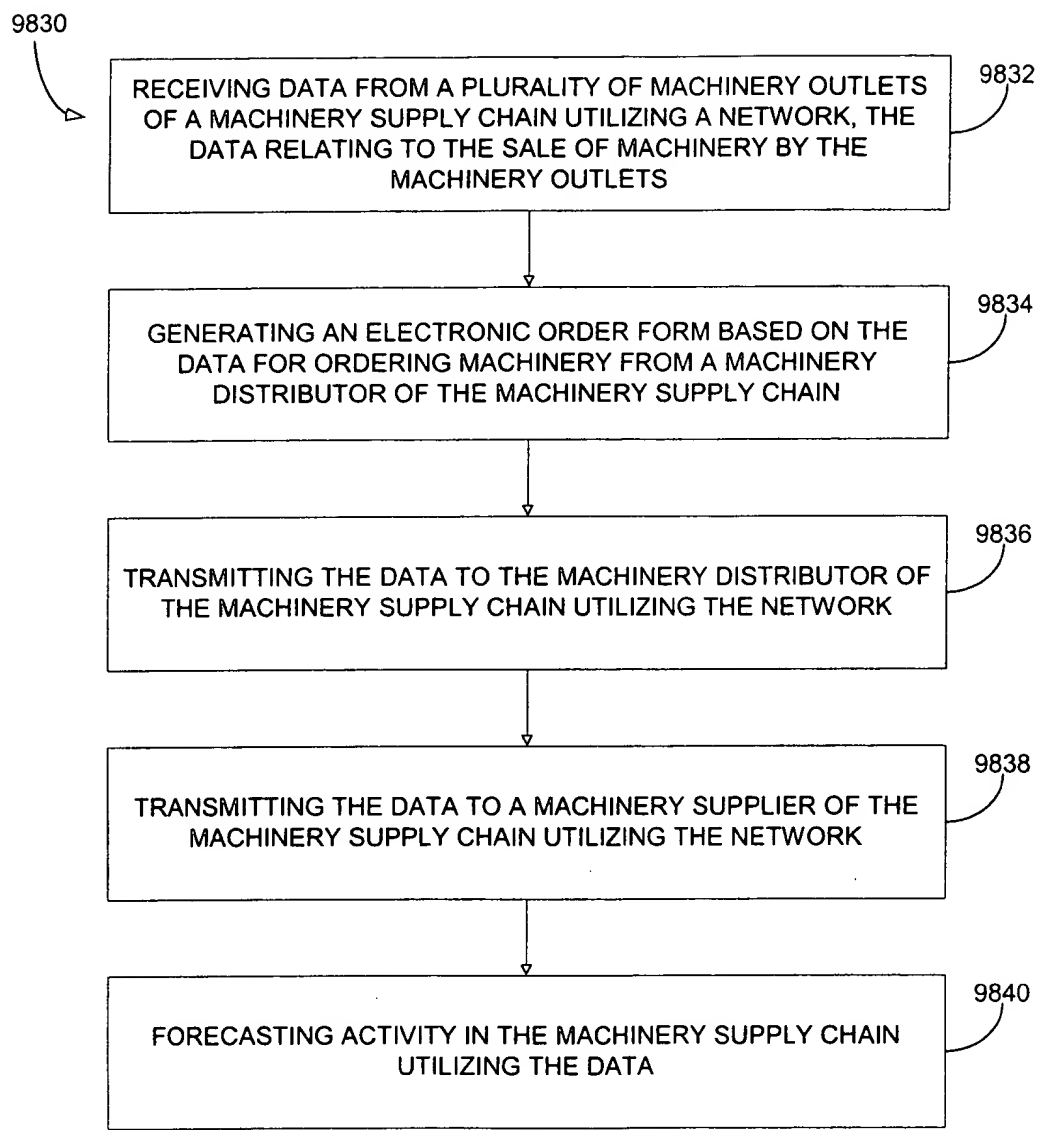


FIG. 98

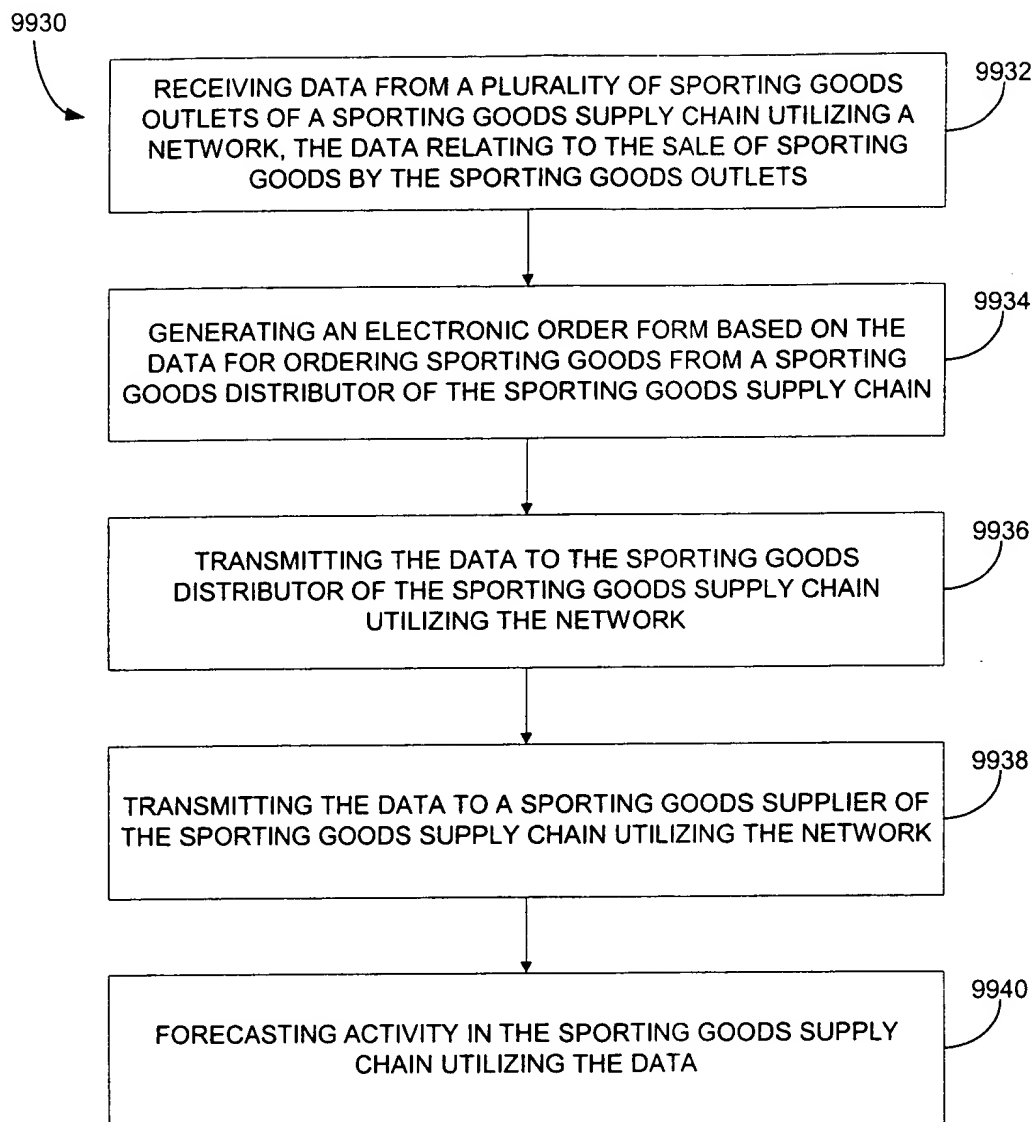


FIG. 99

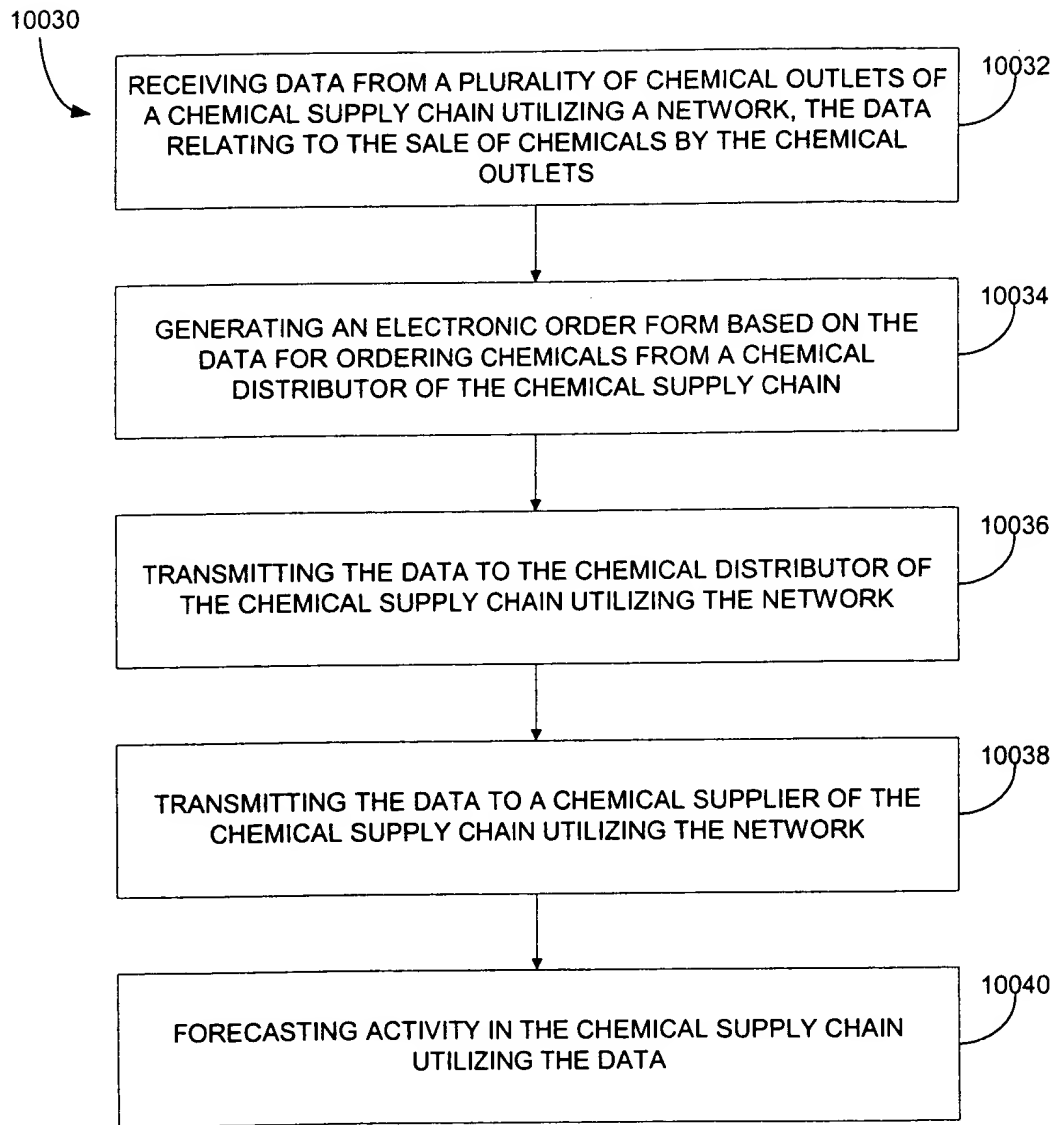


FIG. 100

09815453-070601

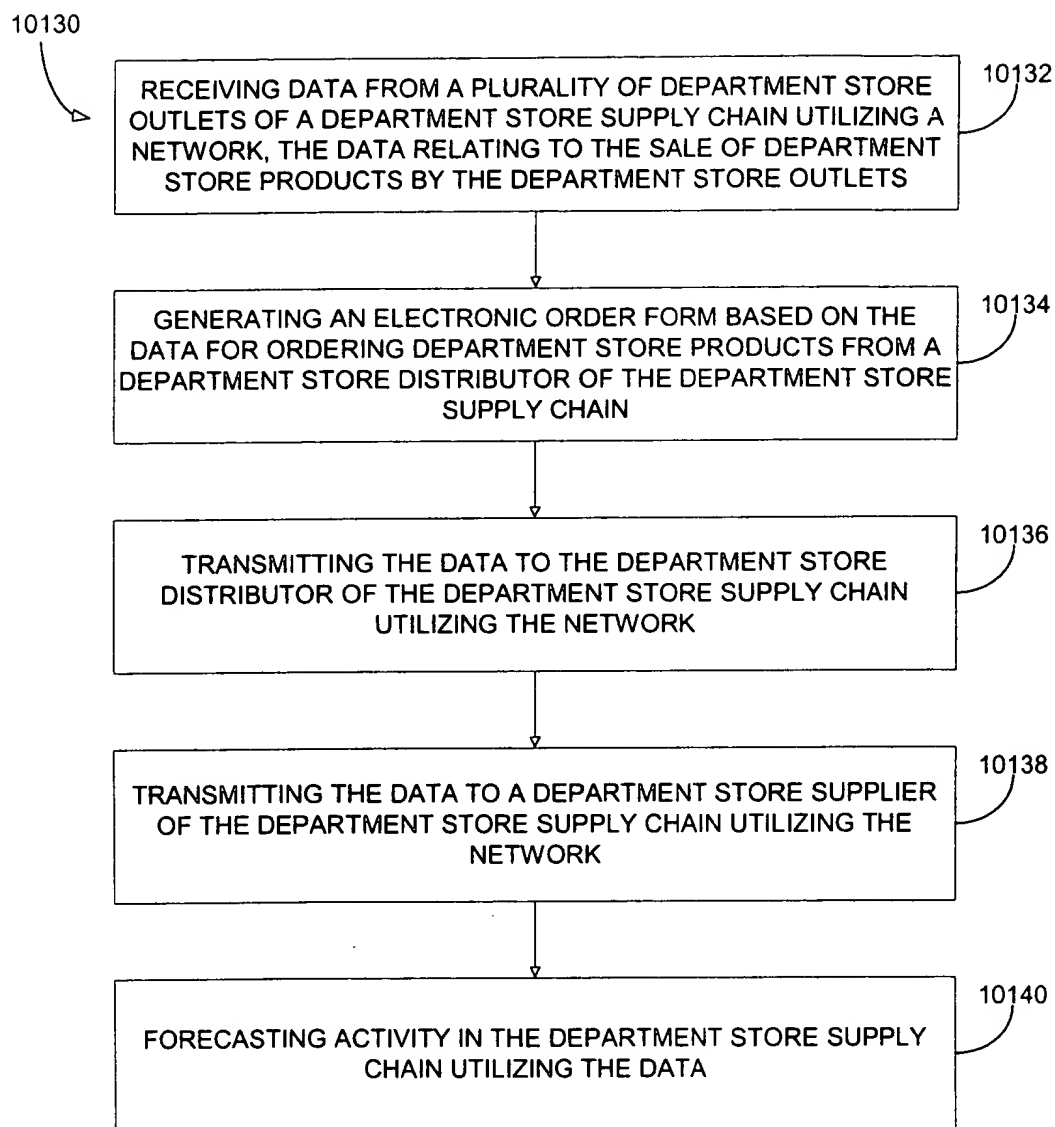


FIG. 101

09915463-070601

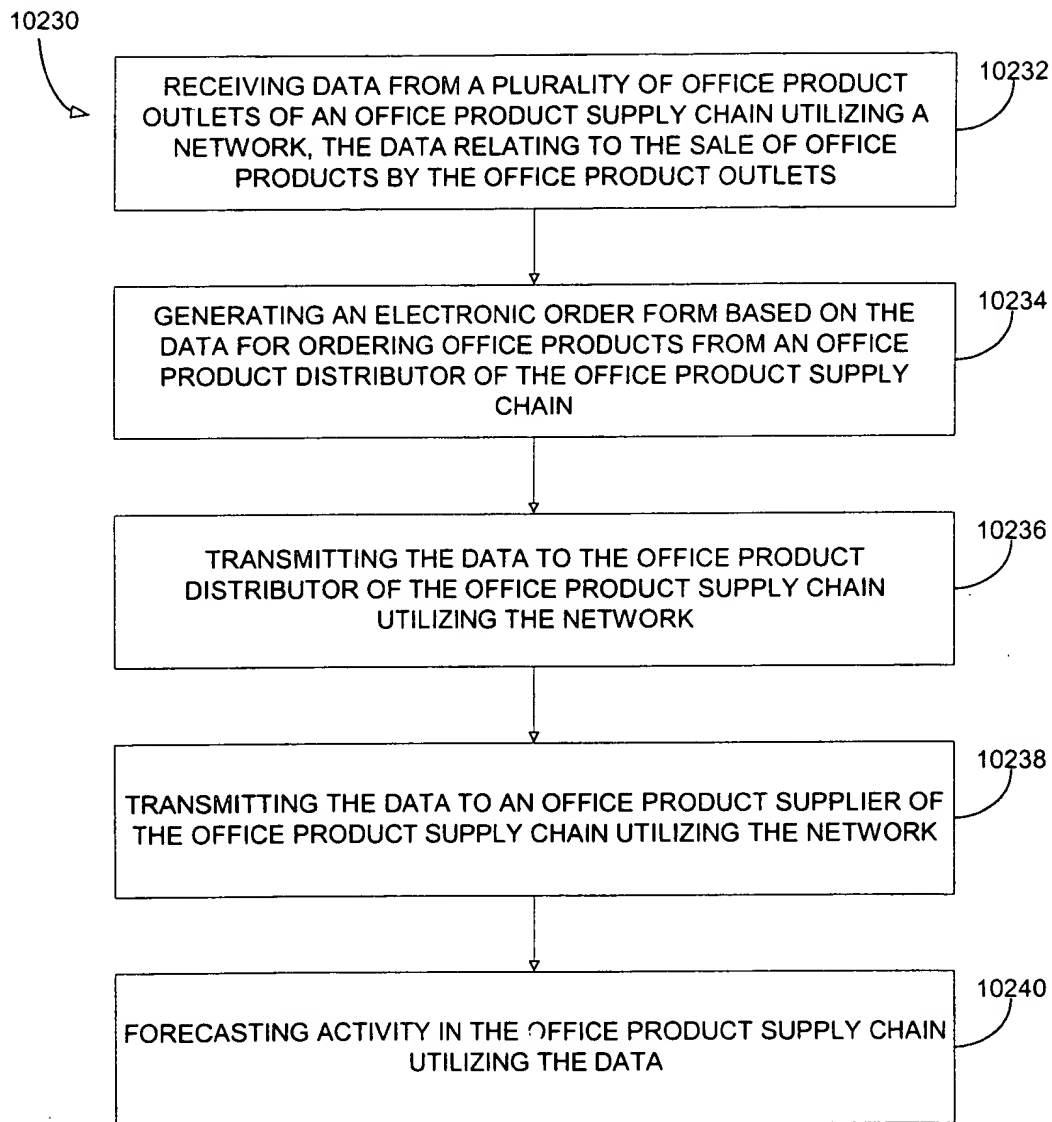


FIG. 102A

09315463-070601

10260

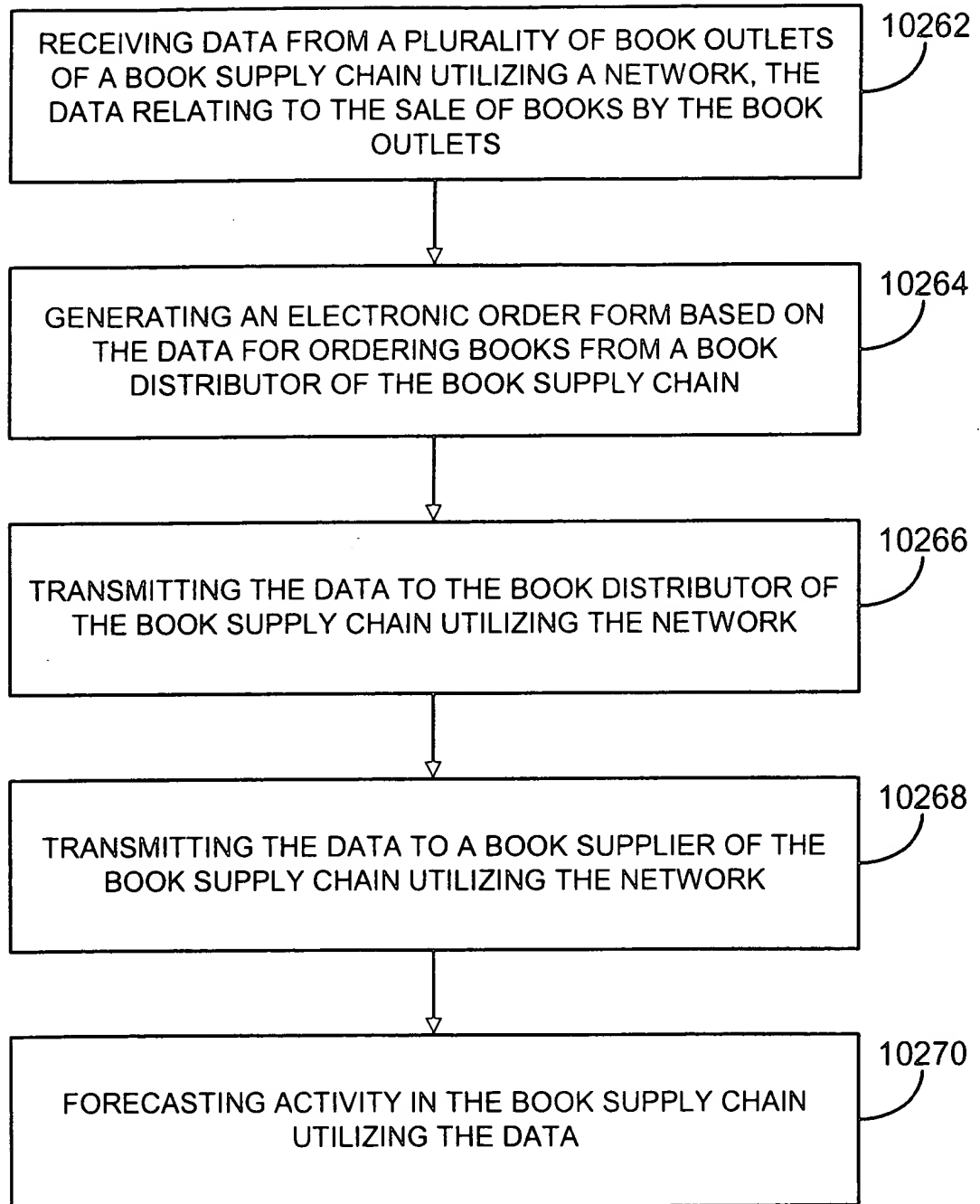


FIG. 102B

09815463-070601

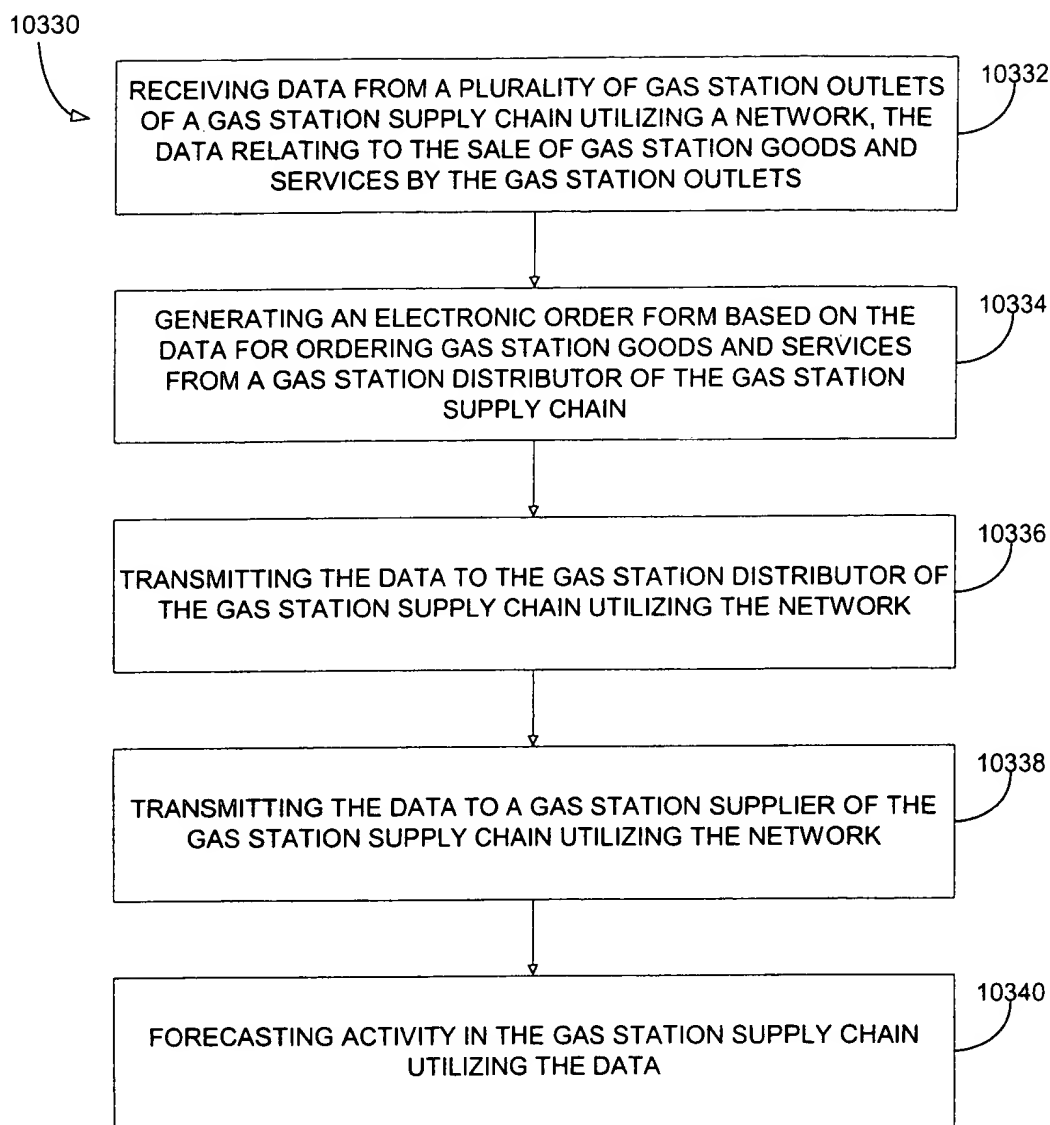


FIG. 103

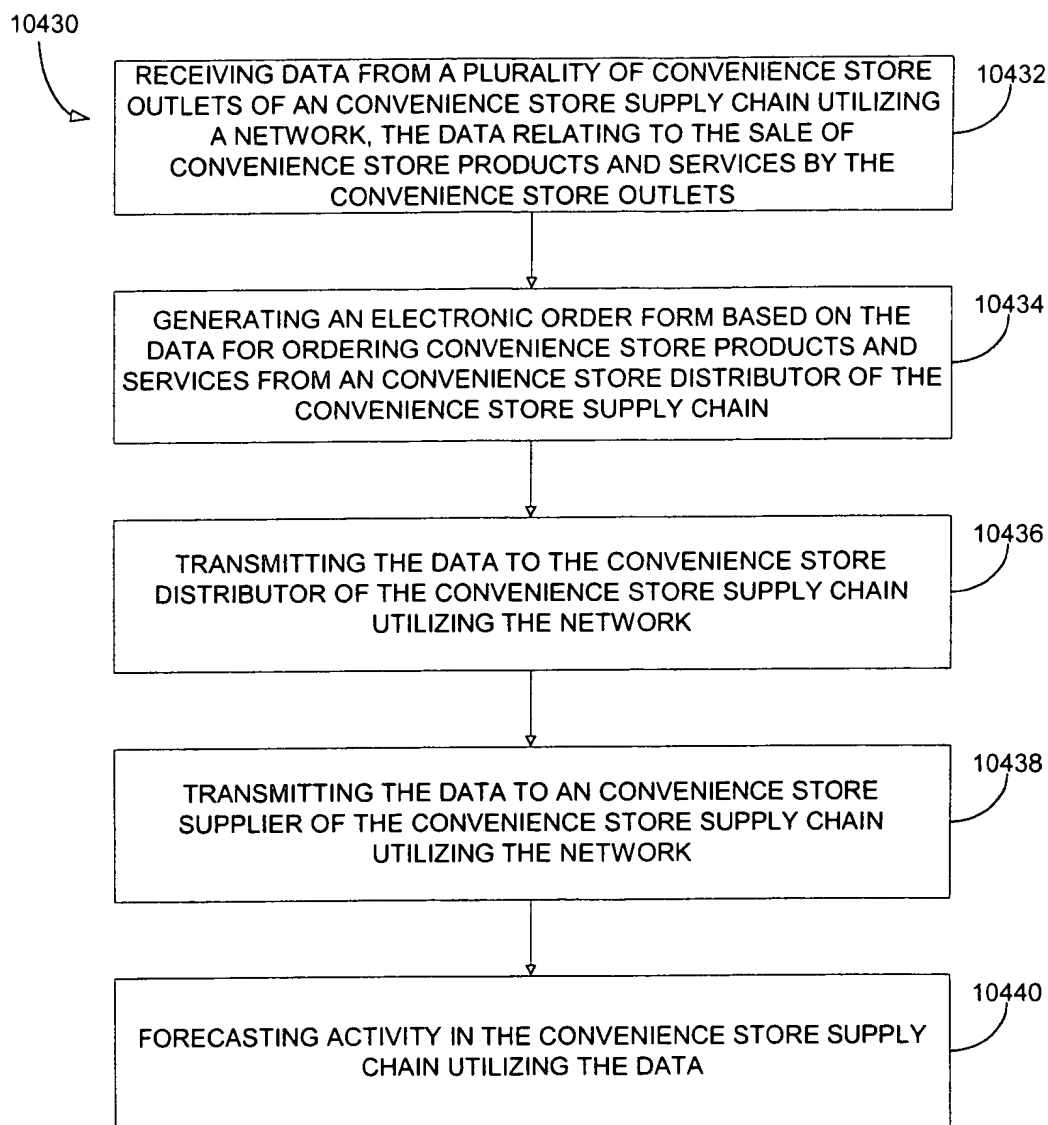


FIG. 104A

09815463-070601

10460

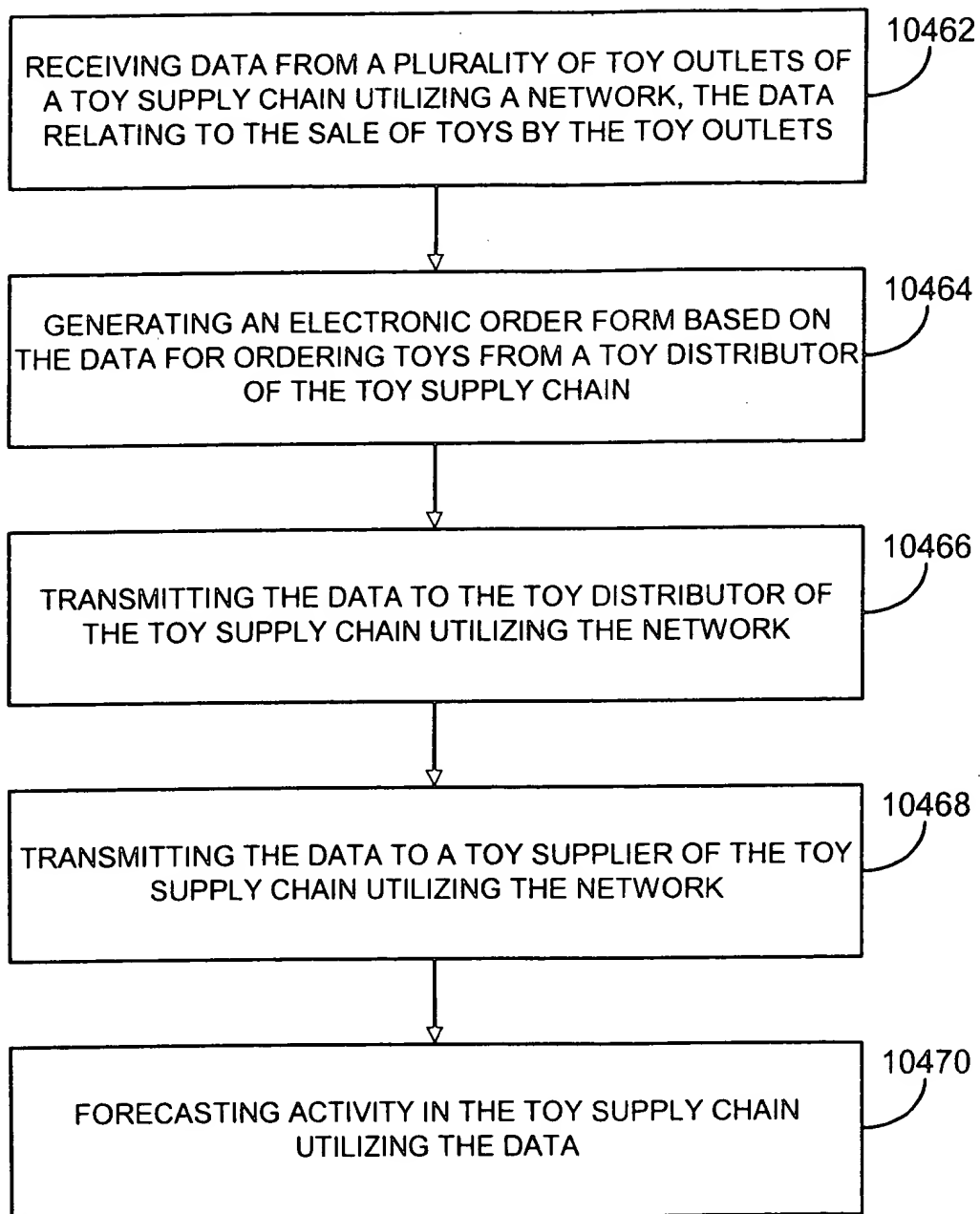


FIG. 104B

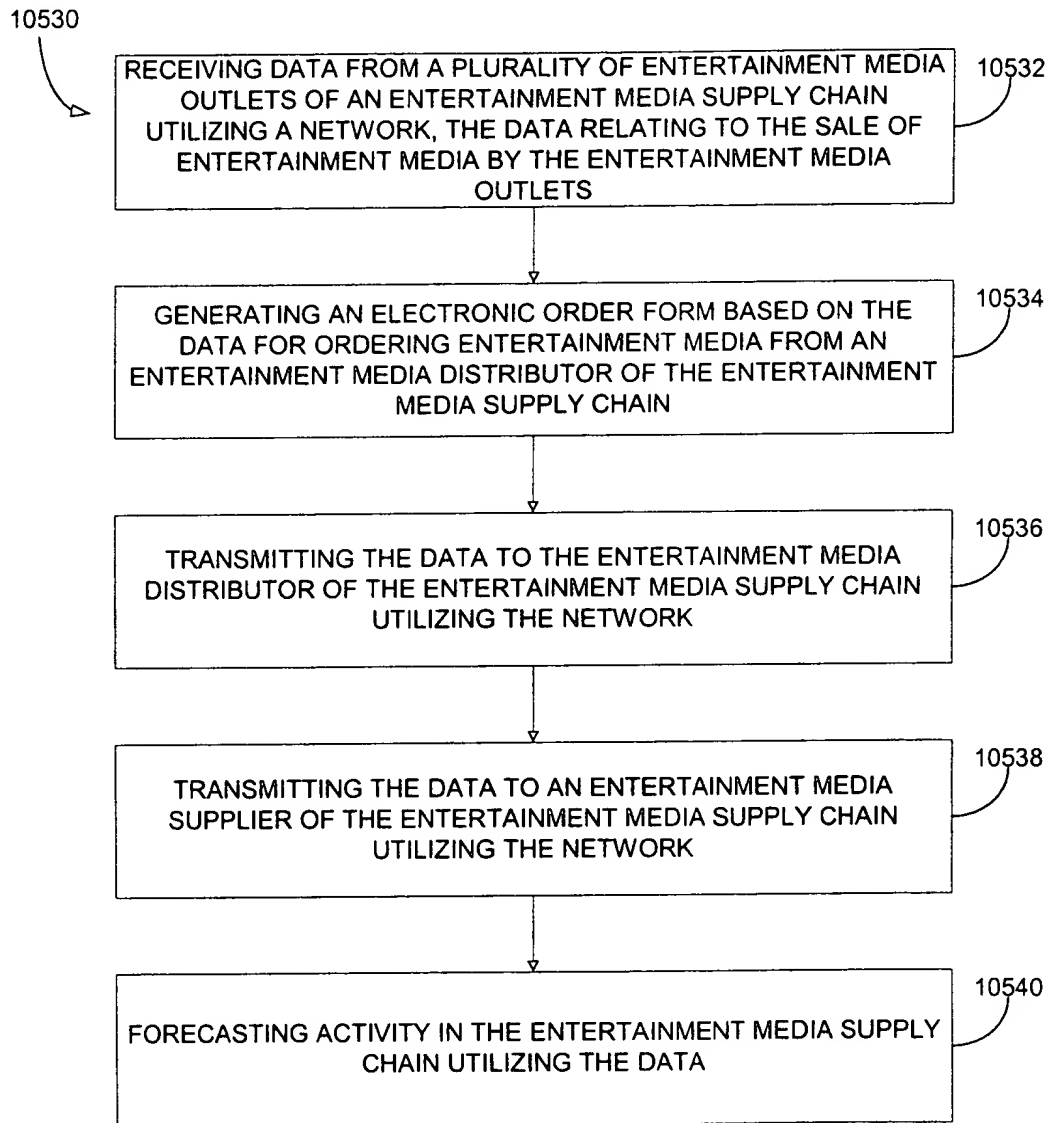


FIG. 105

09815463-070604

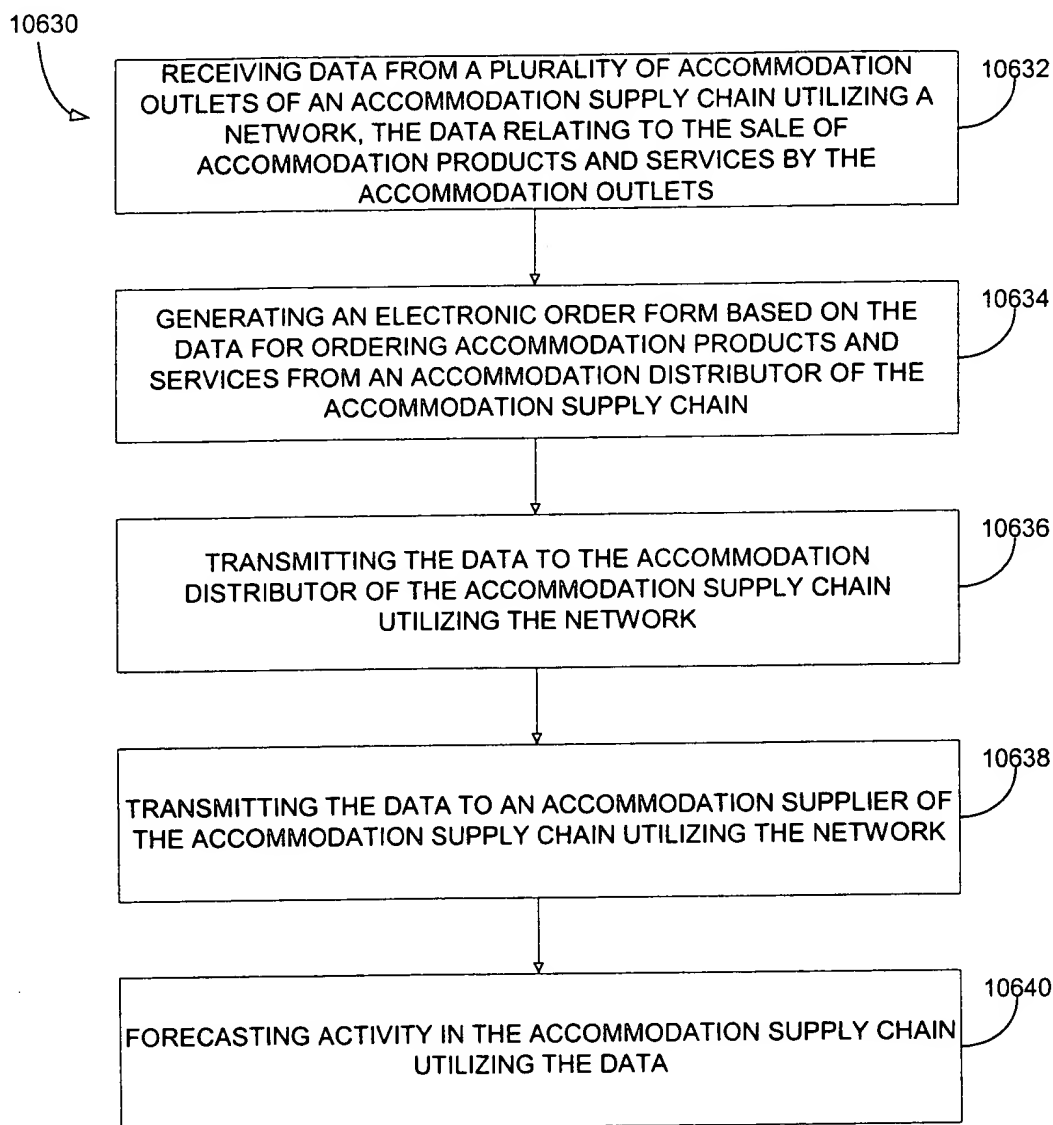


FIG. 106

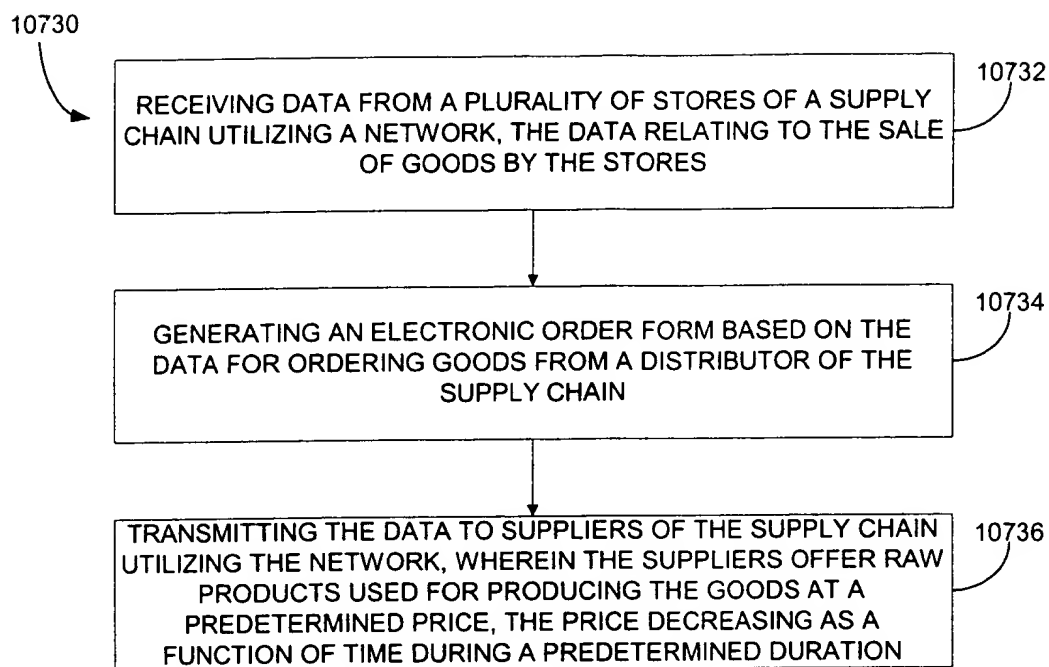


FIG. 107

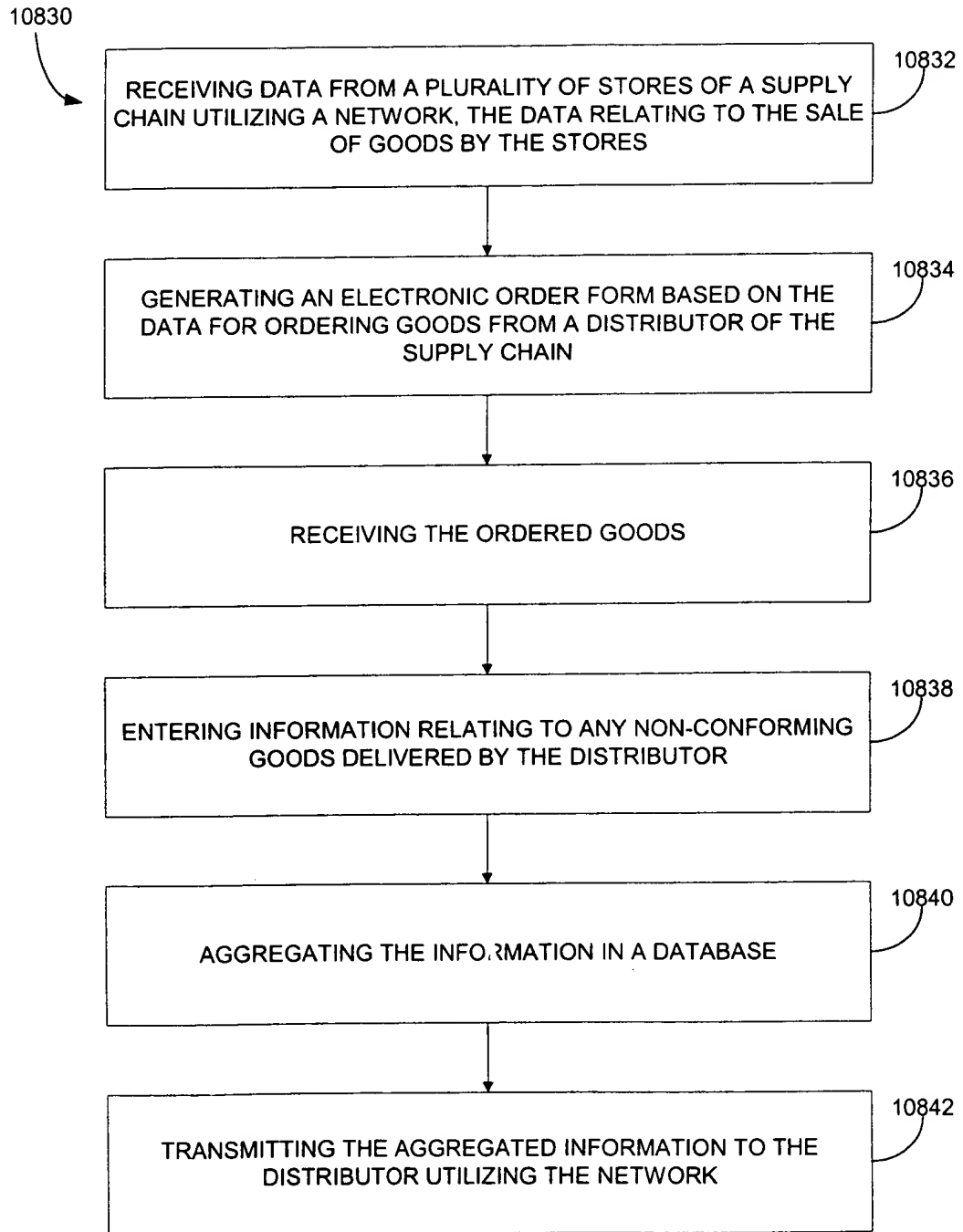


FIG. 108

10900

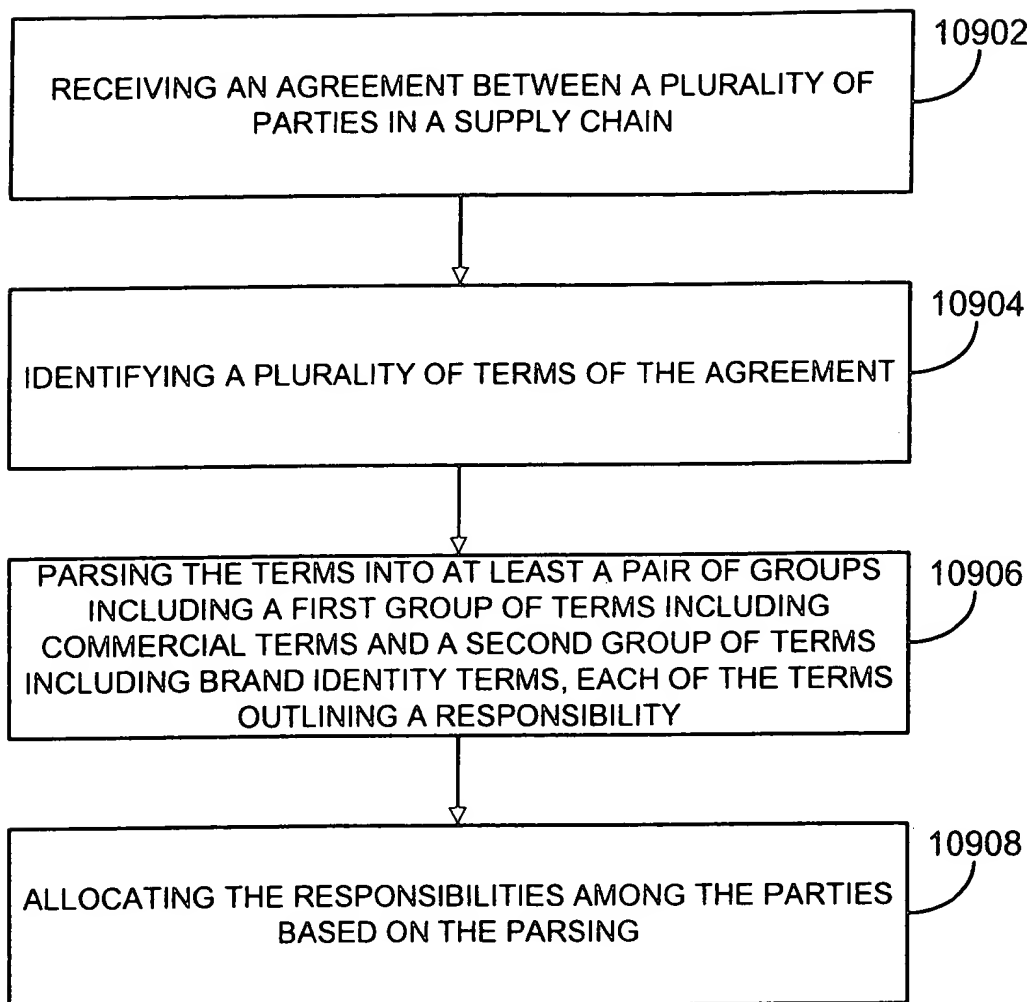


FIG. 109

09815463-070601

11000

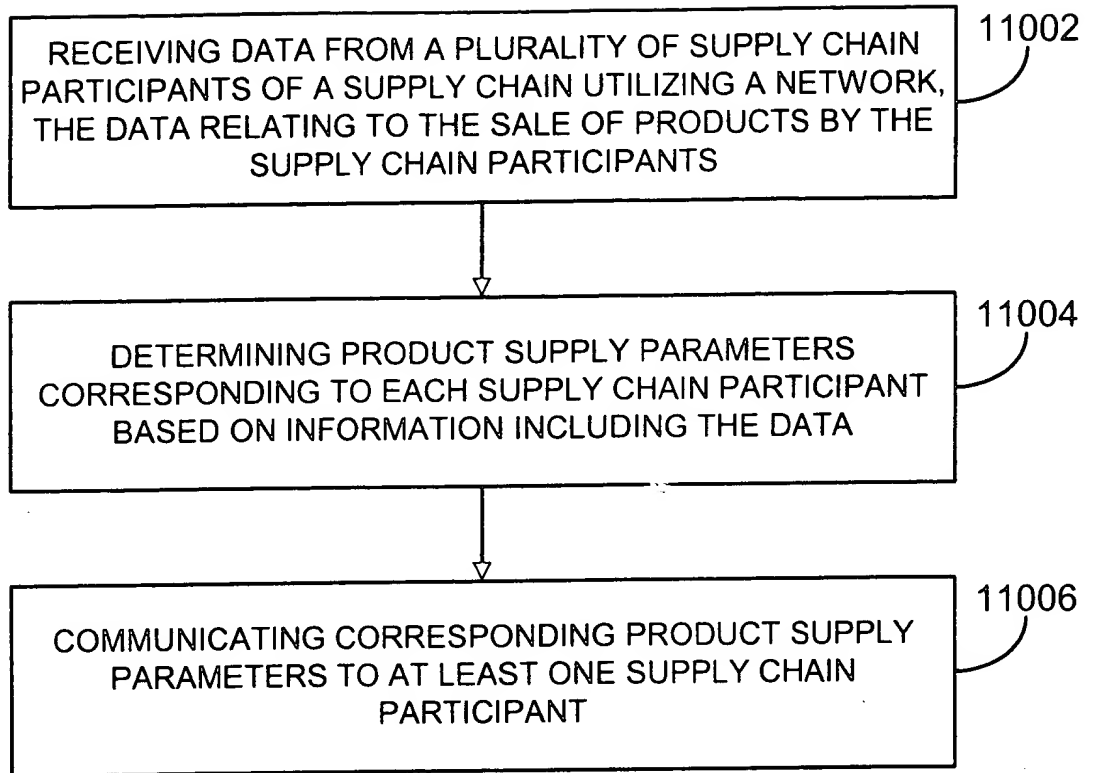


FIG. 110

09815463-070601

11100

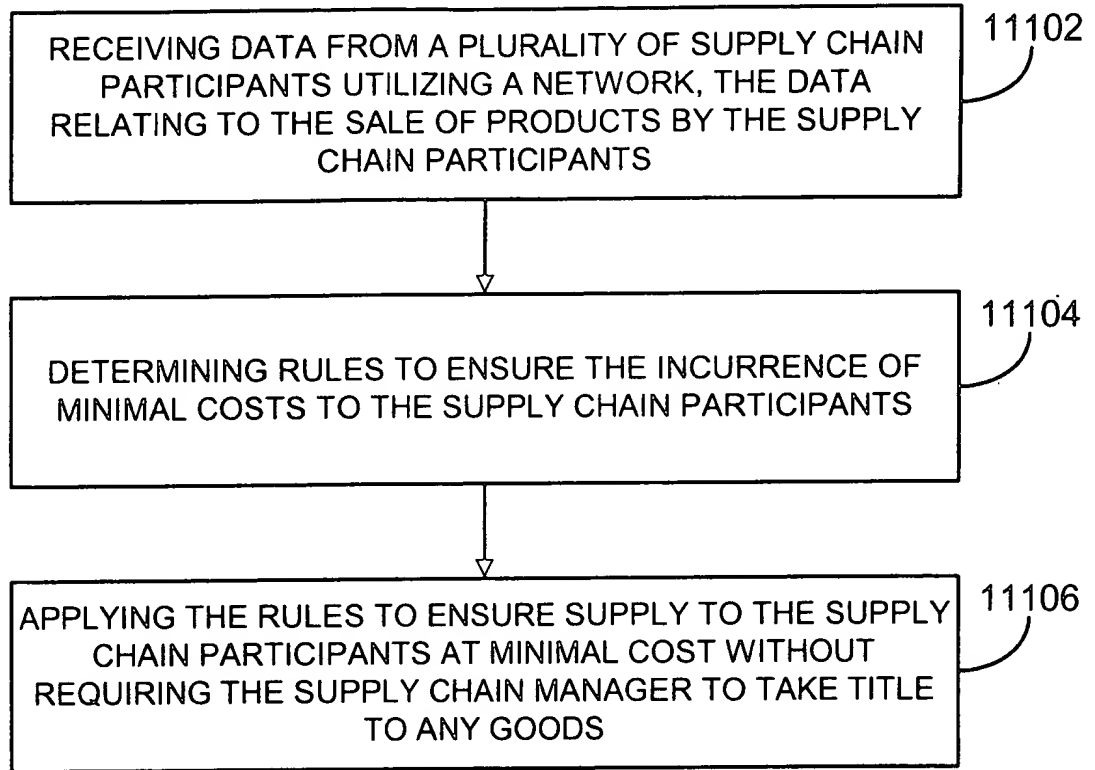


FIG. 111

11200

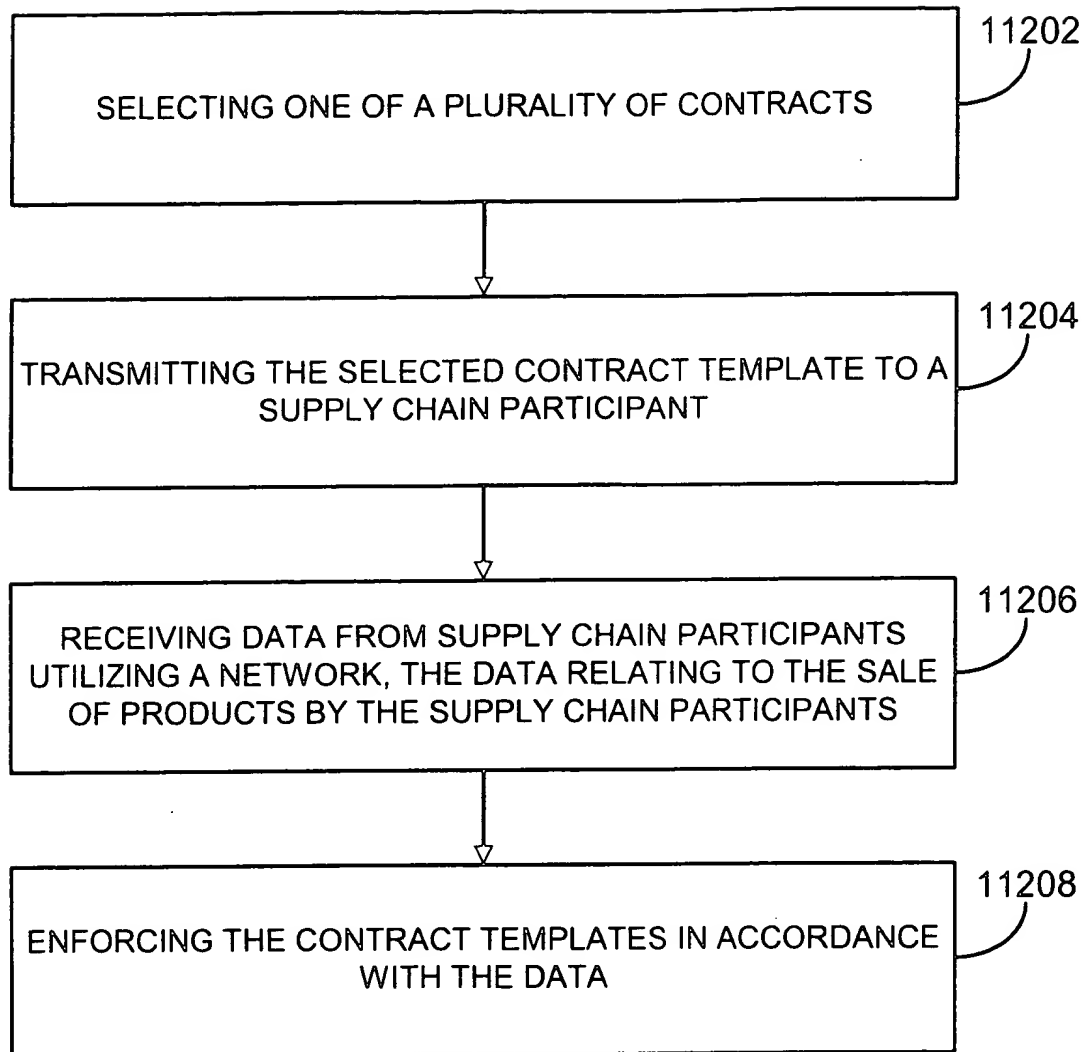


FIG. 112

11300

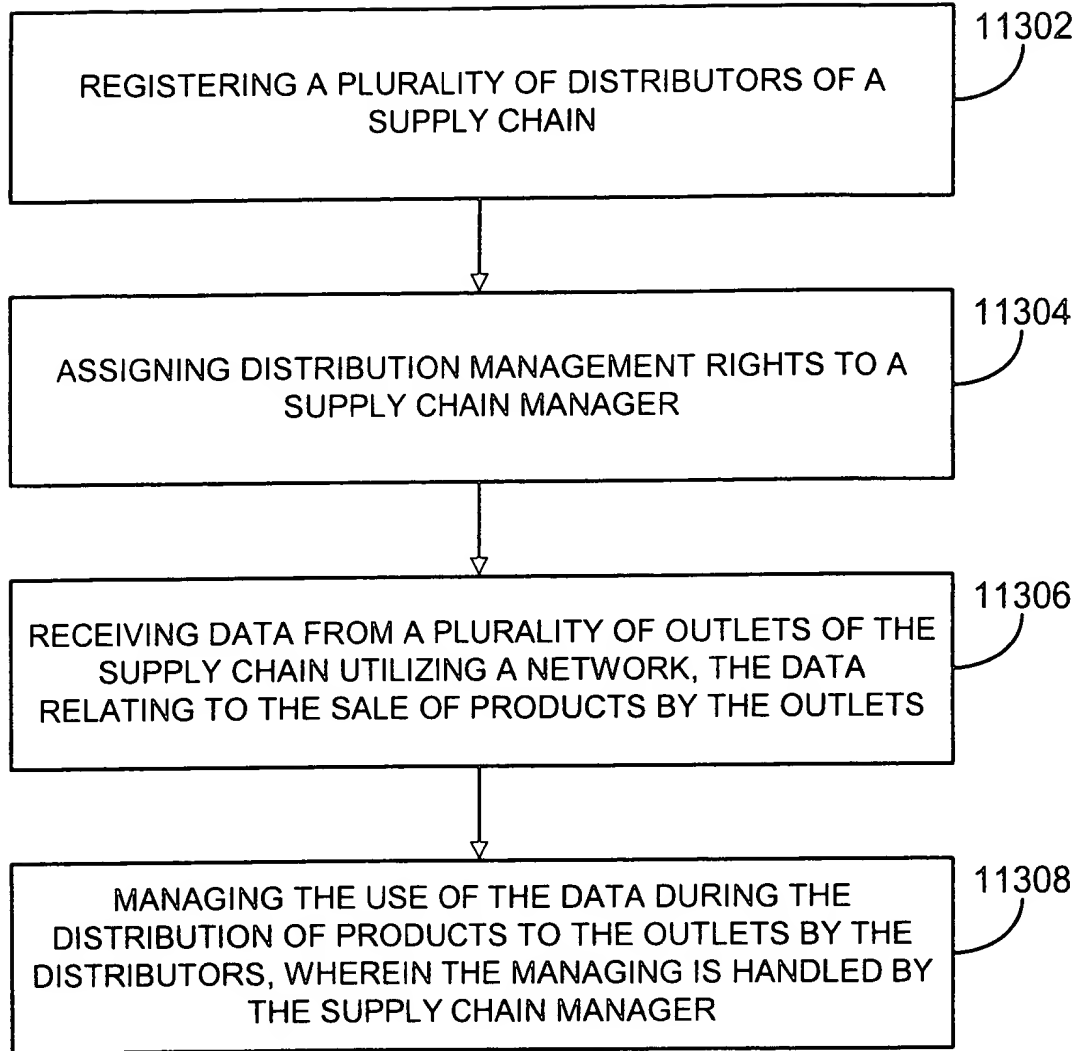


FIG. 113

09315463-070601

11400

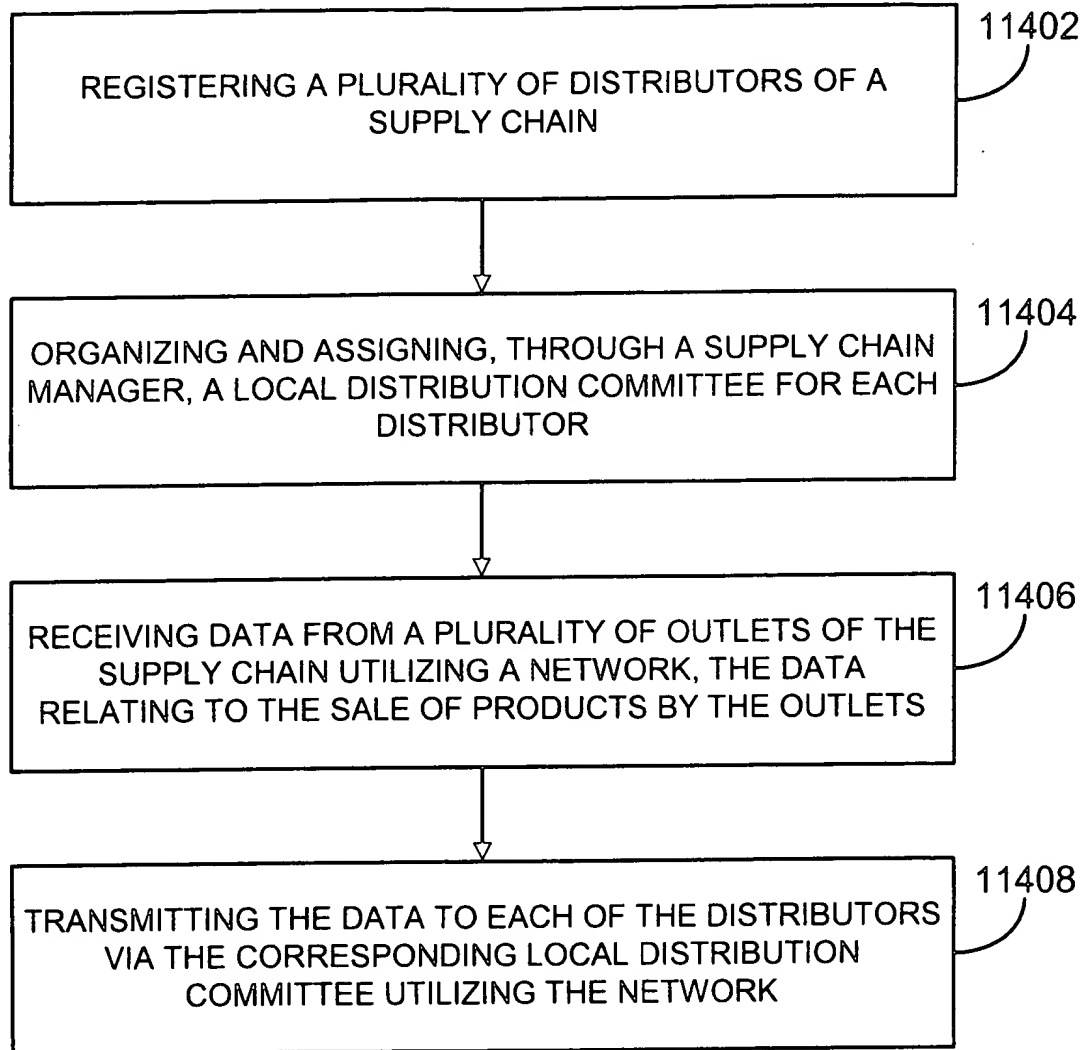


FIG. 114

FIG. 114

0915463-070001

11500

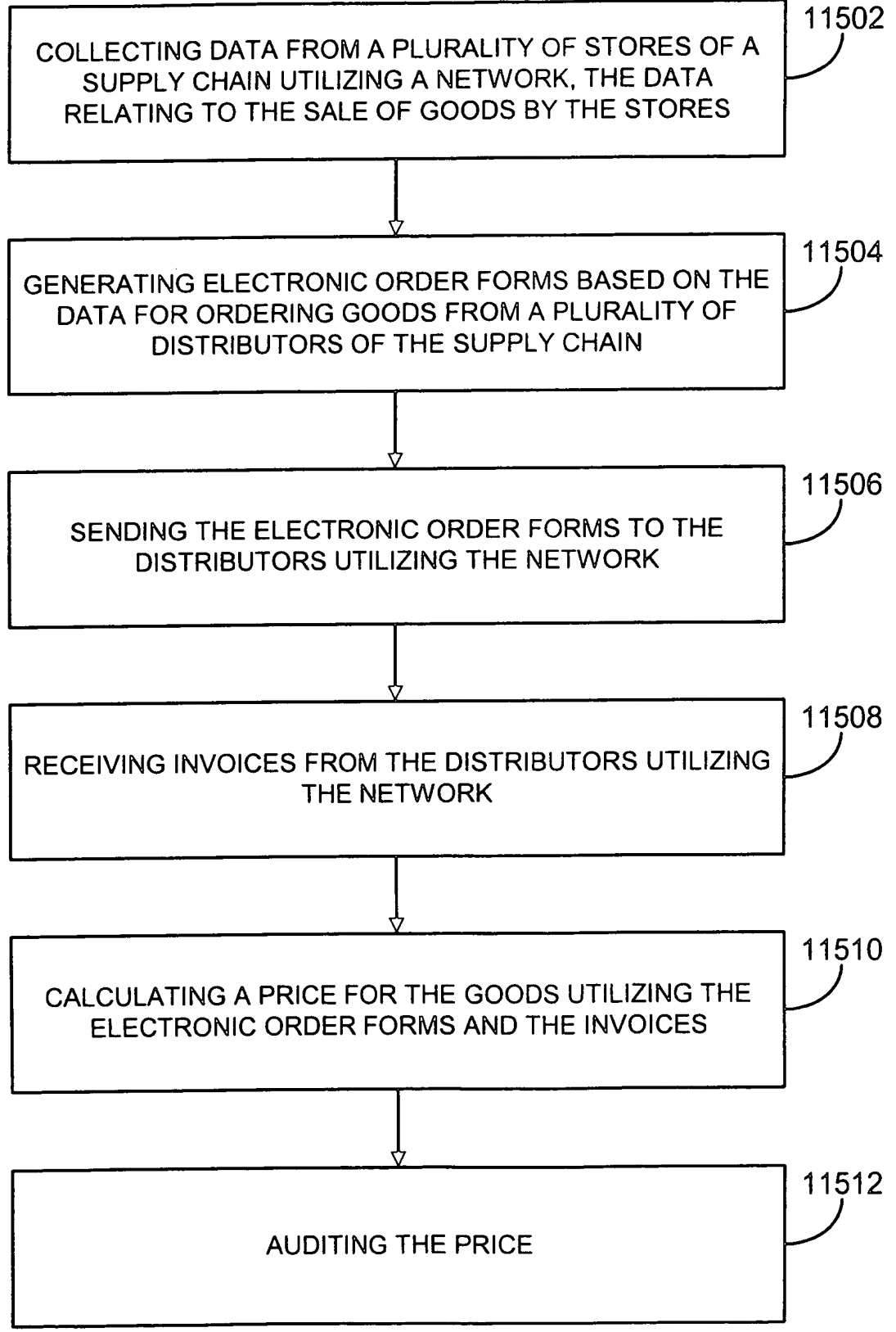


FIG. 115

11600

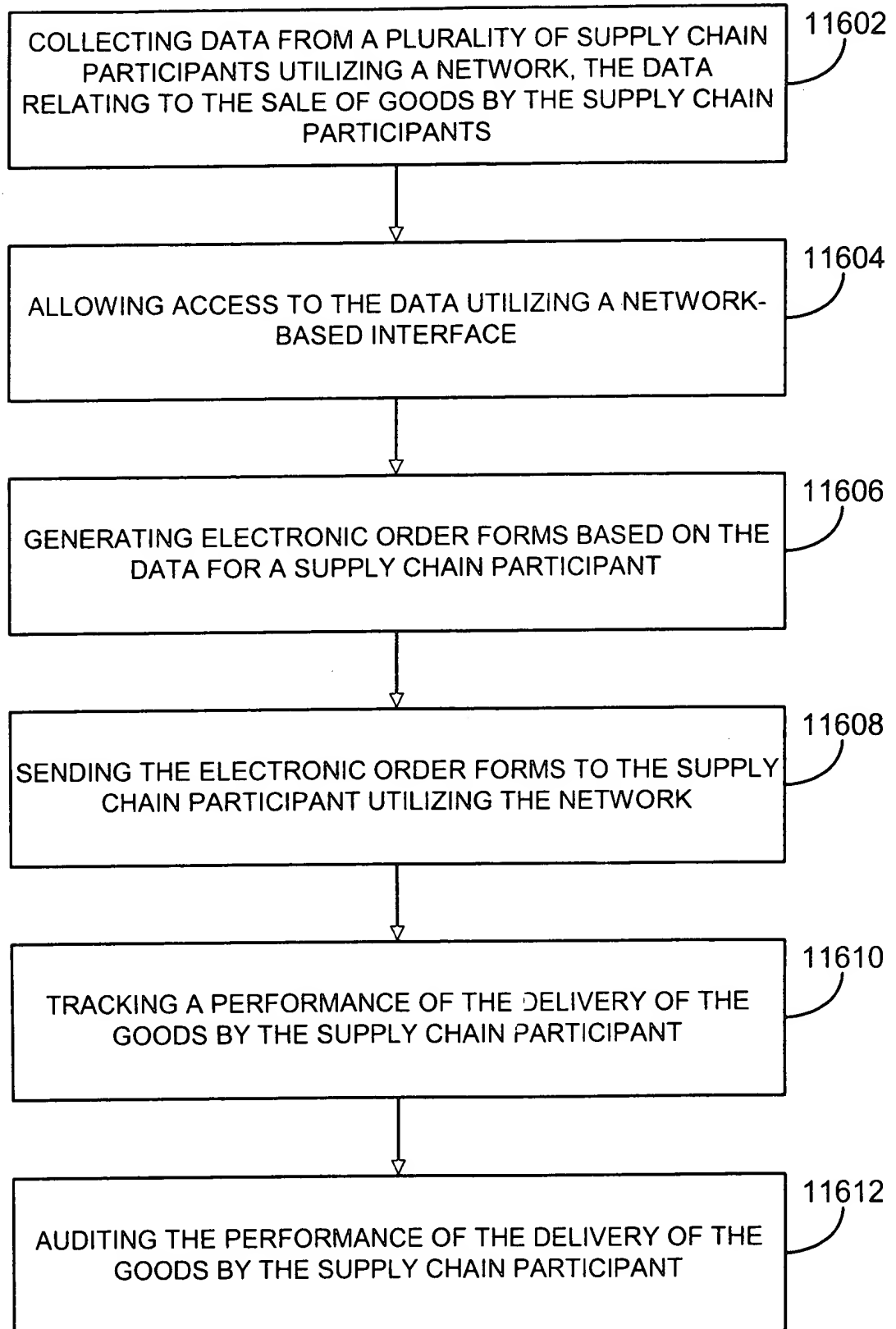


FIG. 116

11700

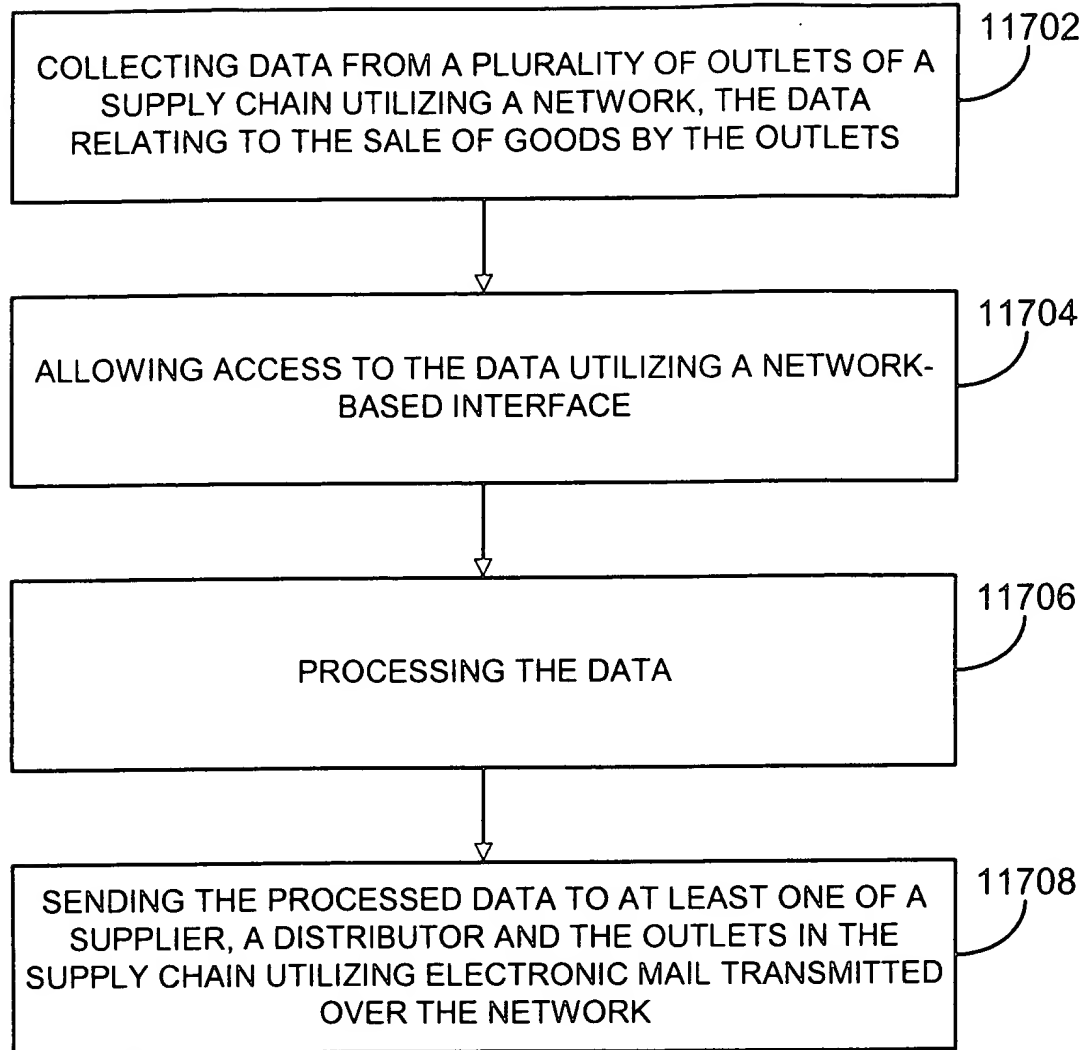


FIG. 117

09815463 "070601

11800

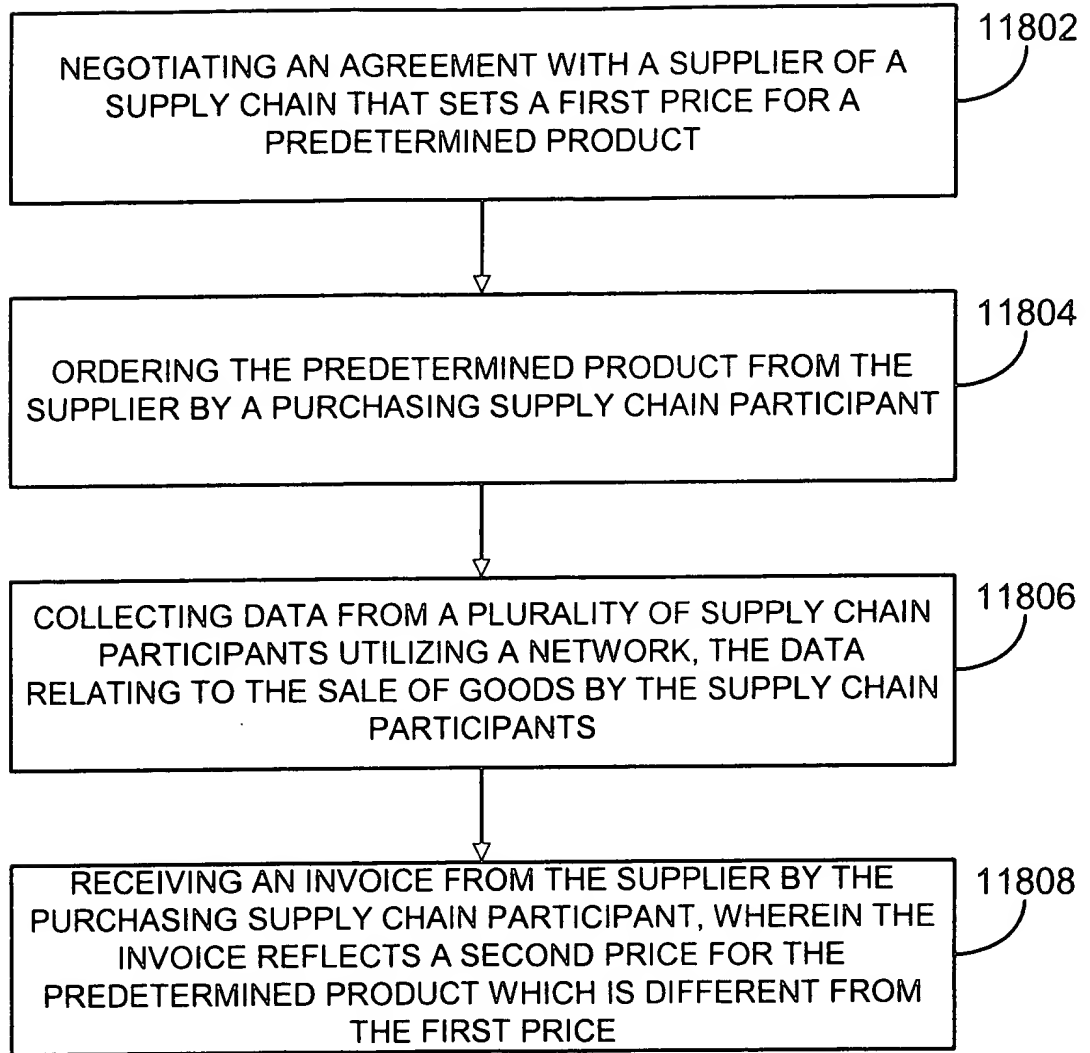


FIG. 118

11900

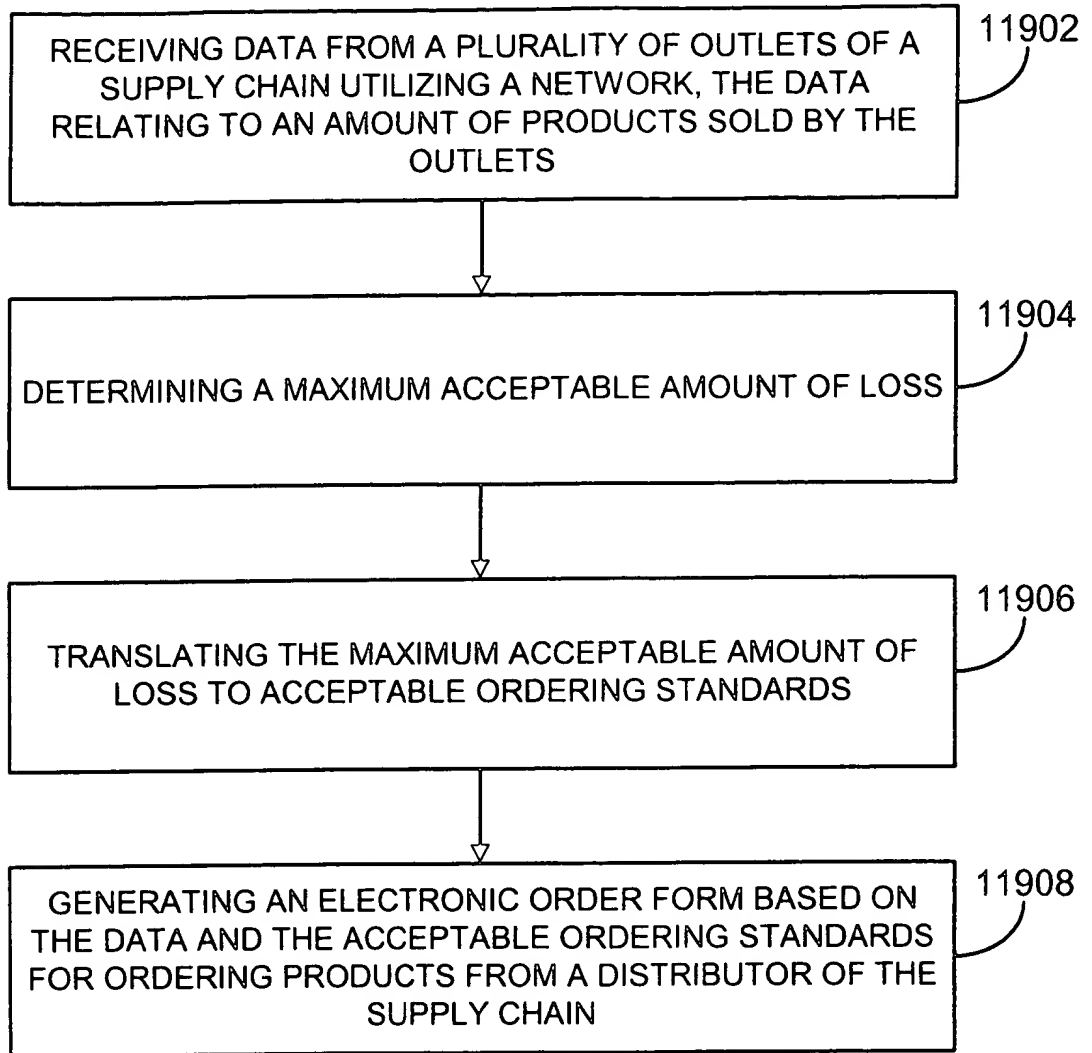


FIG. 119

12000

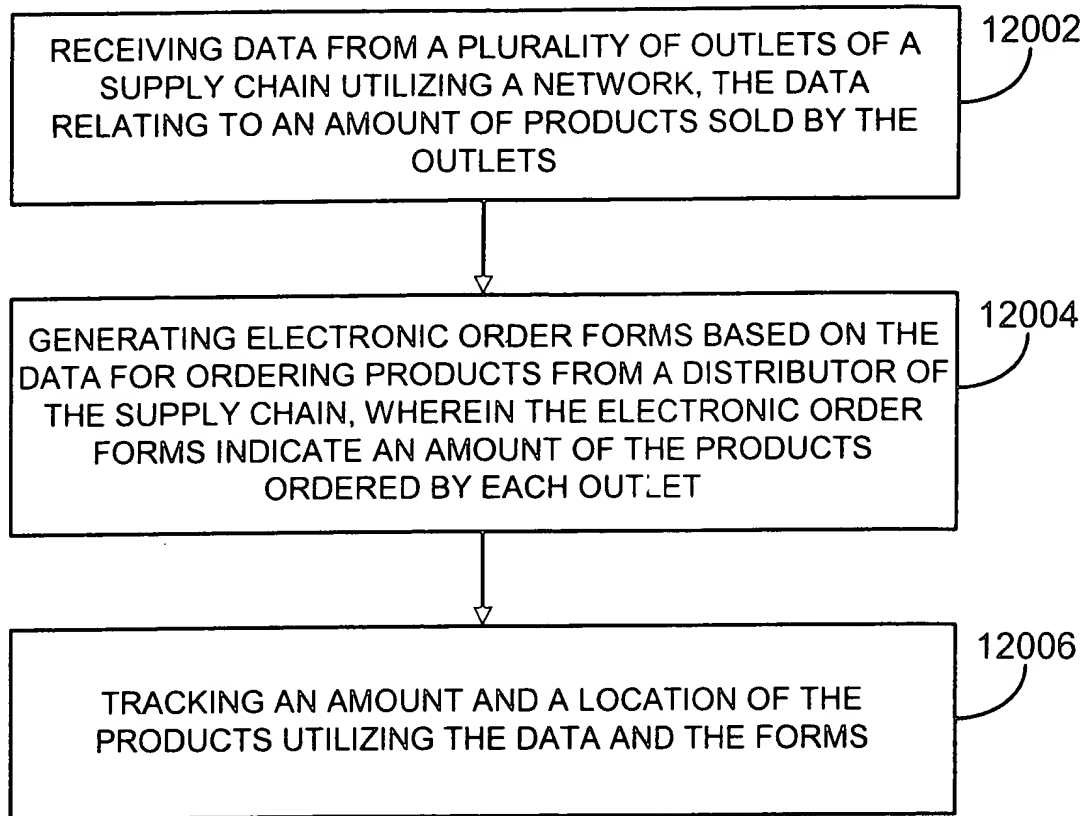


FIG. 120

09345463-070601

12100

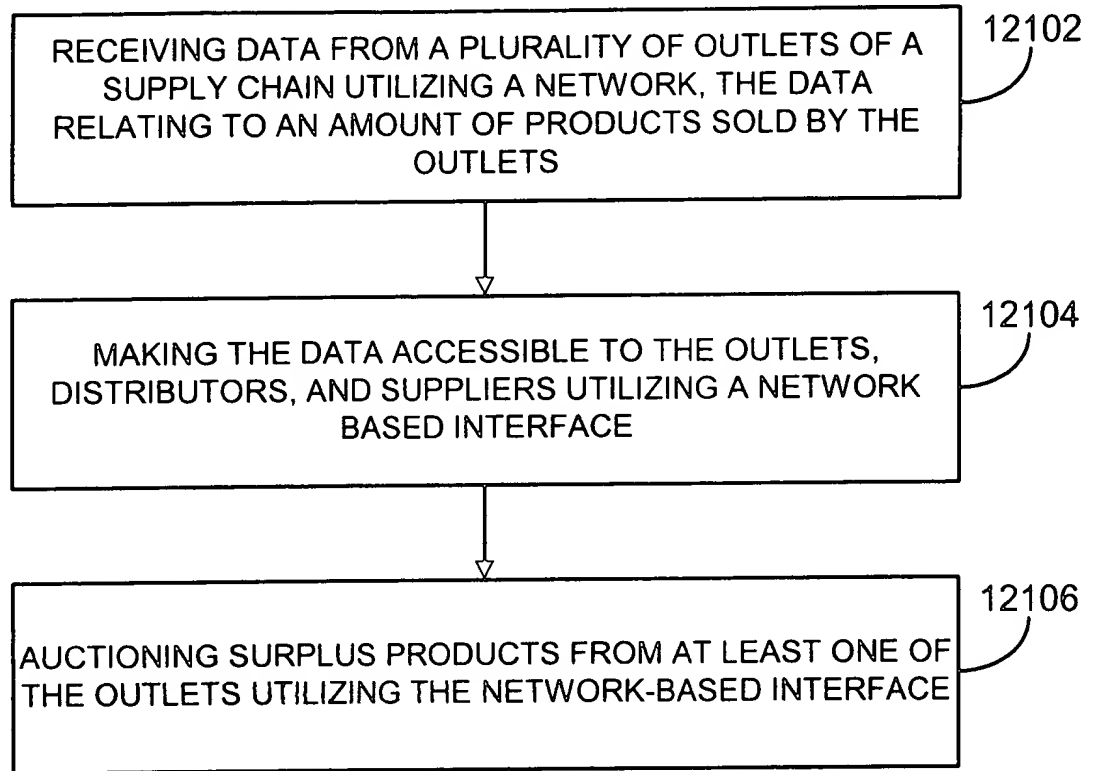


FIG. 121

09815463-070601

12200

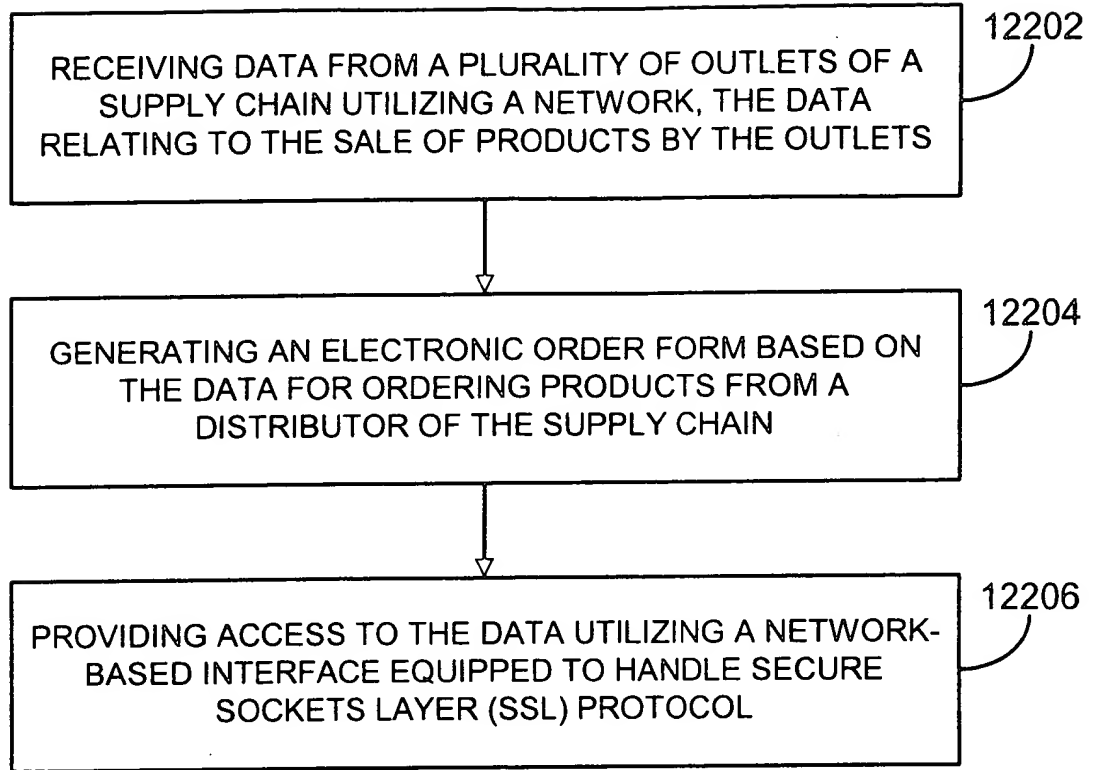


FIG. 122

0915463-070601

12300

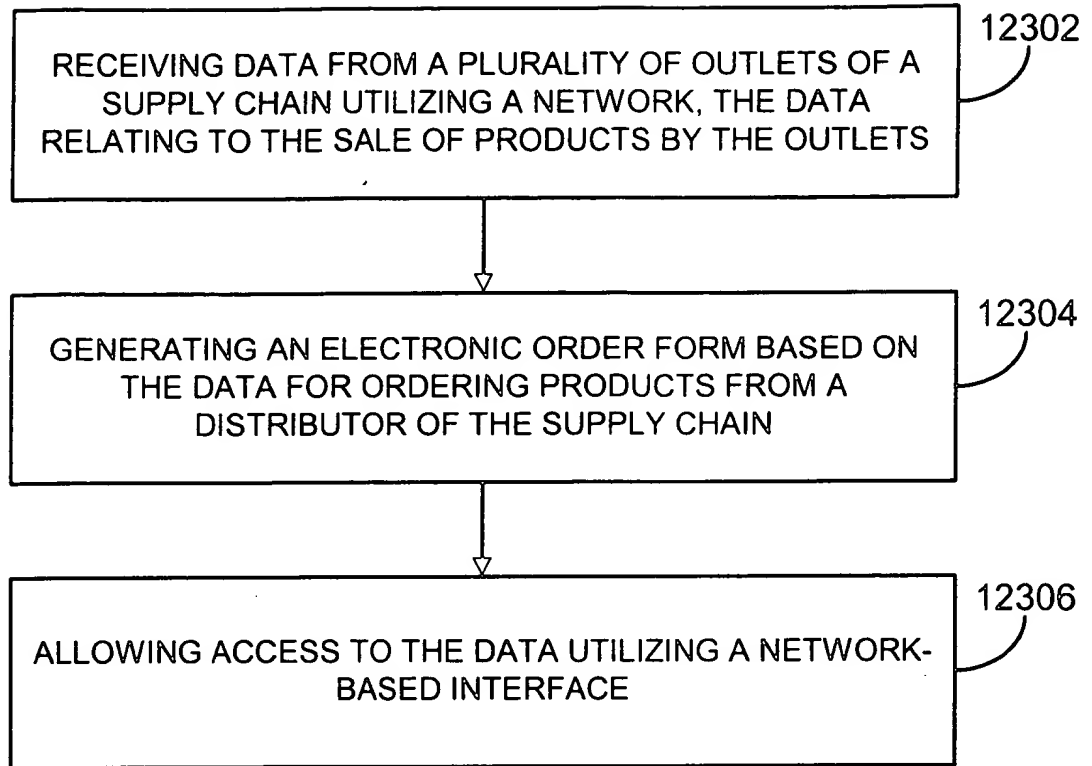


FIG. 123

12400

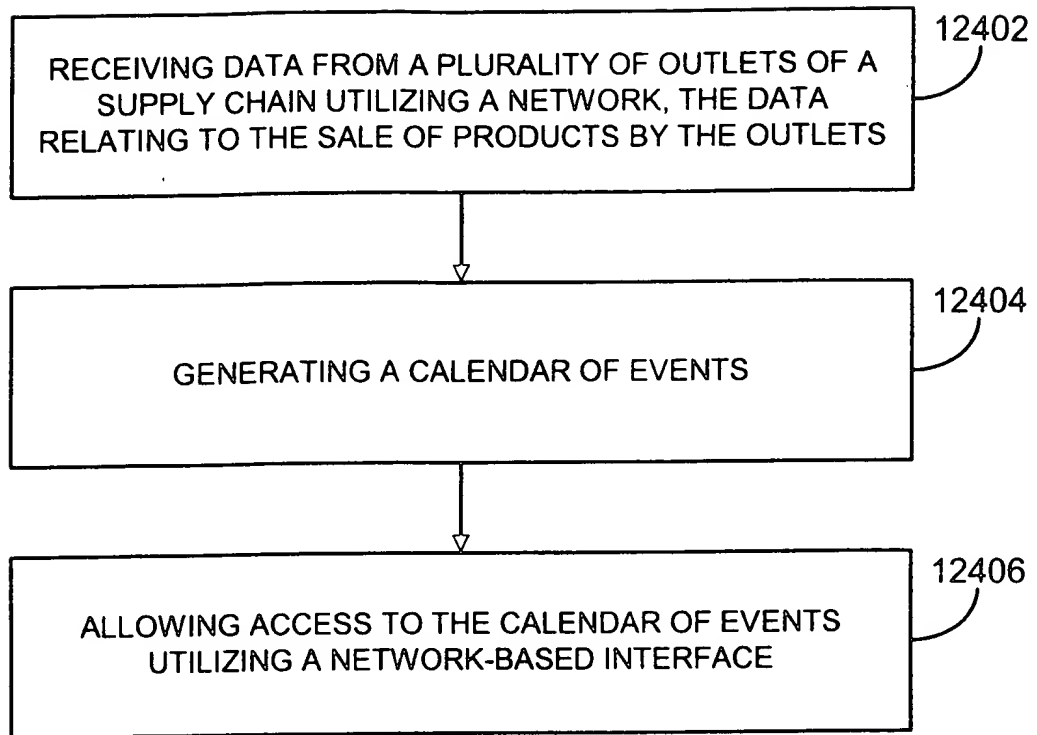


FIG. 124

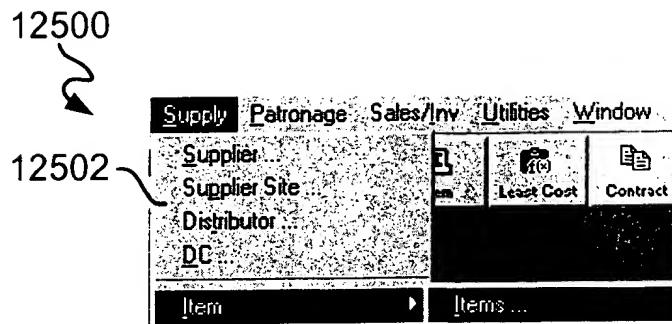


FIG. 125

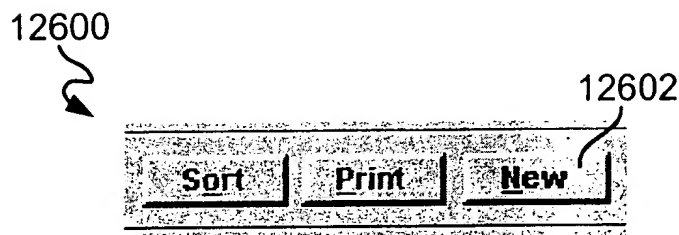


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active


Item Rank:

FIG. 127

09815463-070601

FOODS "ESTES"

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

09315463-07601

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active	Rail Sidings:

FIG. 132

09815463-070601

13300

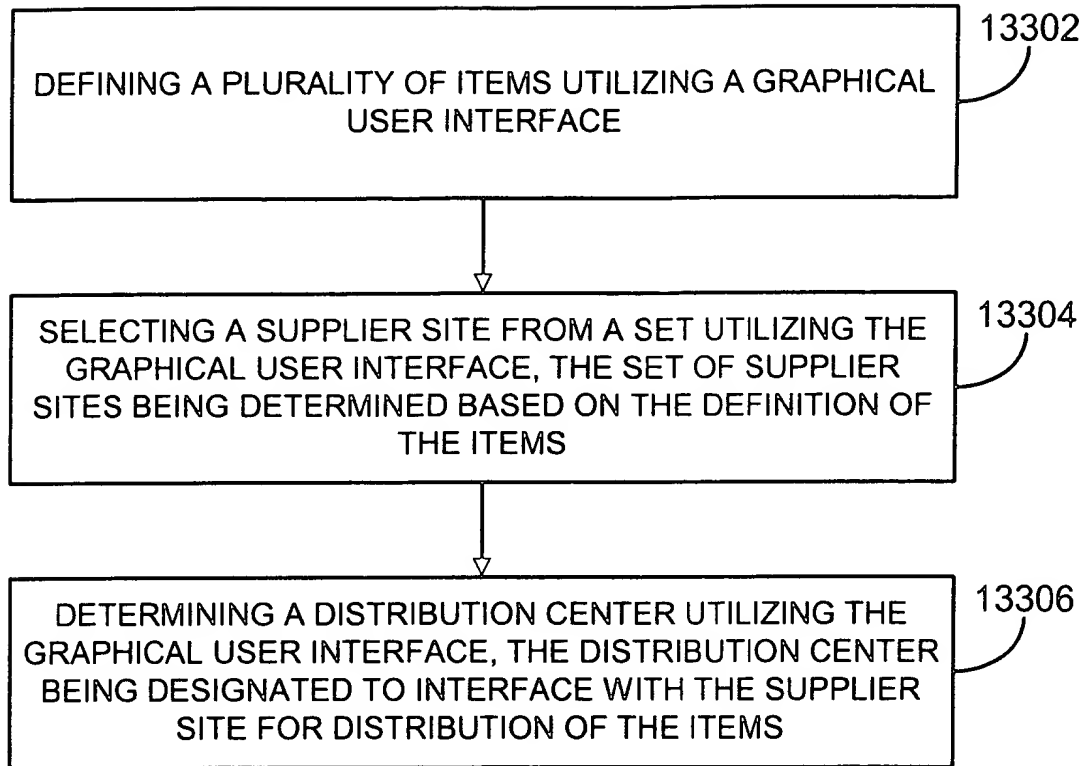


FIG. 133

09815453-030601

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:		Cell		

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

09815463.070601

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

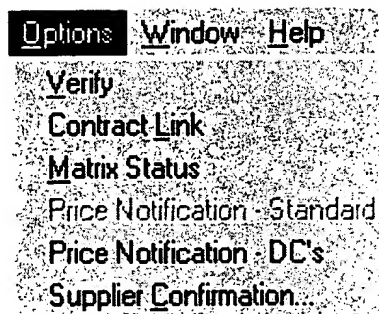


FIG. 141

14300

<u>C</u> ost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
	New (build matrix) ...	F5
<u>V</u> endor Rating		
Contact <u>M</u> anagement	Multi Item Price Notification ...	

FIG. 143

14400

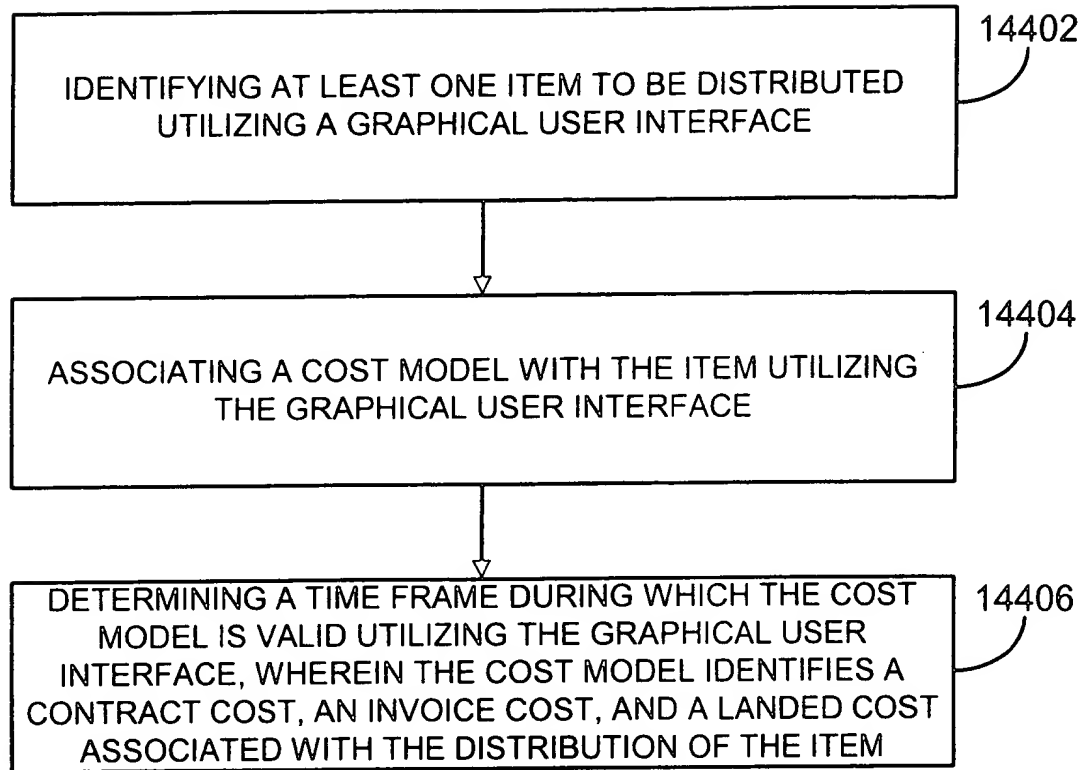


FIG. 144

FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

00915463-070601

15100

Select the End Dates to Use on the Exhibit			
Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

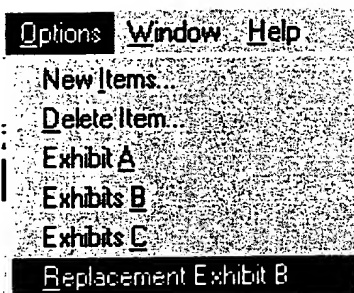


FIG. 152

15300



FIG. 153

00915463.070601

15400

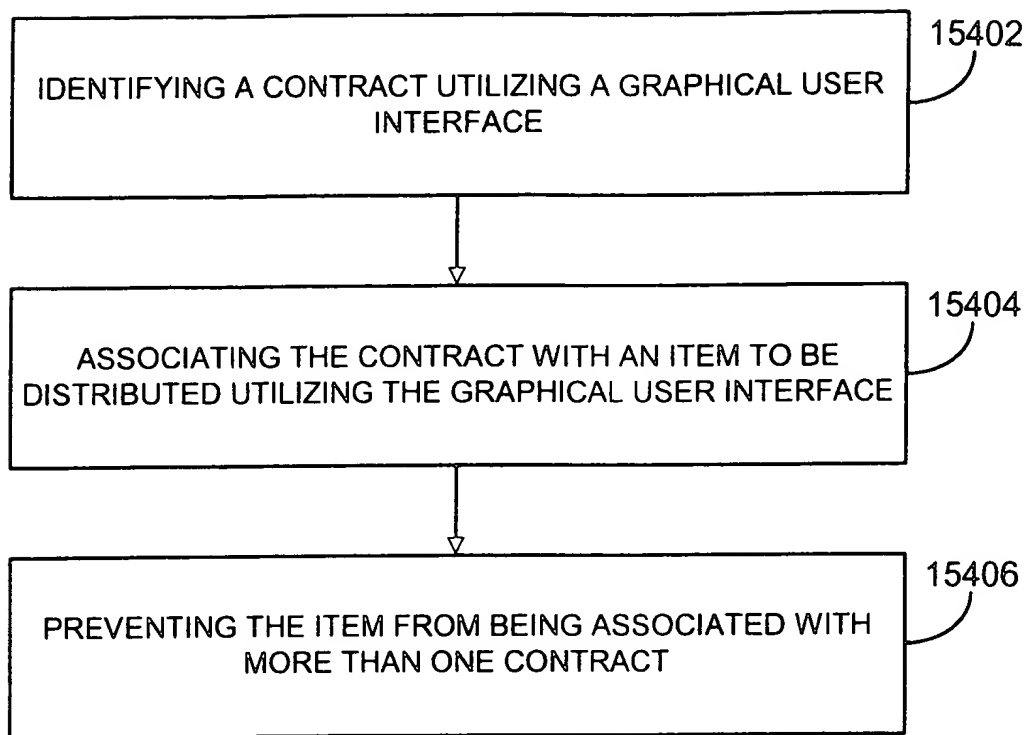


FIG. 154

09815463-070601

09815463.070601

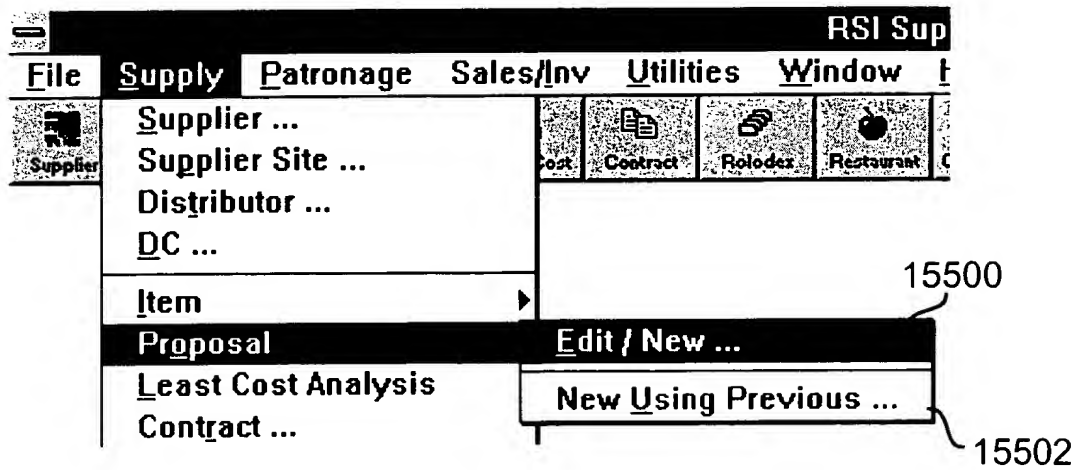


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids									
Main Info	Items	Suppliers	DCs						
Proposal Information <div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> <div>Proposal Name: Foam Hot Cups & Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div>									
Actions <table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table>				#	Date	Action Description	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.
#	Date	Action Description							
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.							

FIG. 156

09815463-070601

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Man Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

09815463-070601

FO9070" E945T860

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	62	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

T09020" E945F860

16200

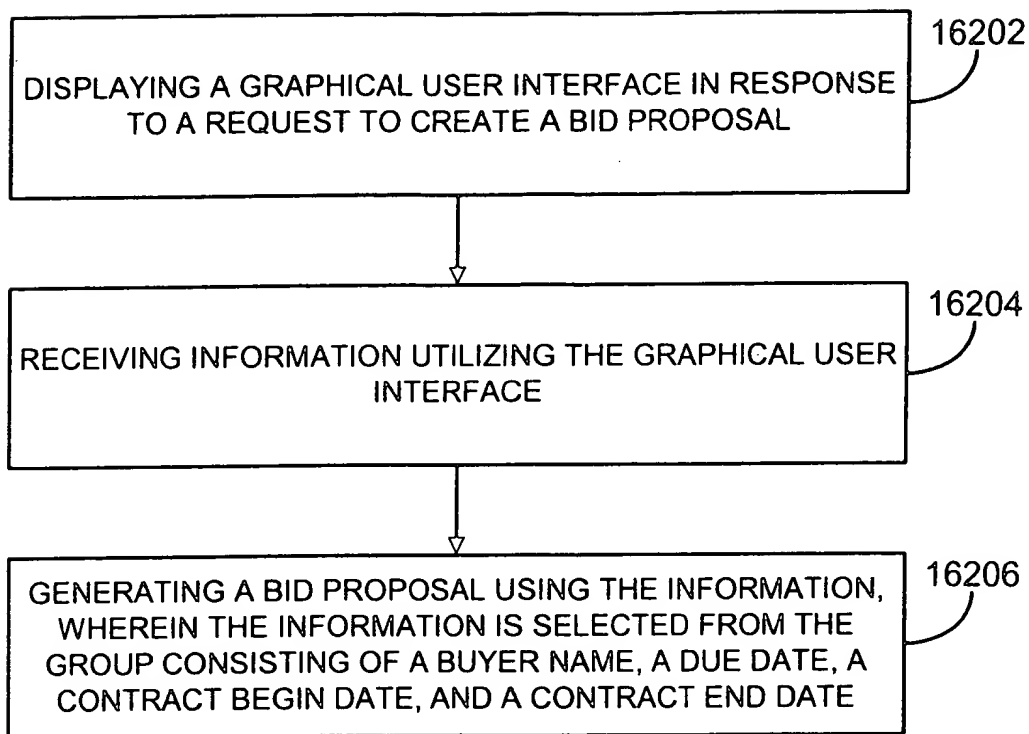


FIG. 162

109020" E945F860

09815463-070601

16300



FIG. 163

16400

FIG. 164 is a table with the following data:

	<i>Supply</i>	<i>MS Word</i>	<i>Editable Y/N</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

FIG. 164

09815453-070604
FOUO/DO-EST/860

16500

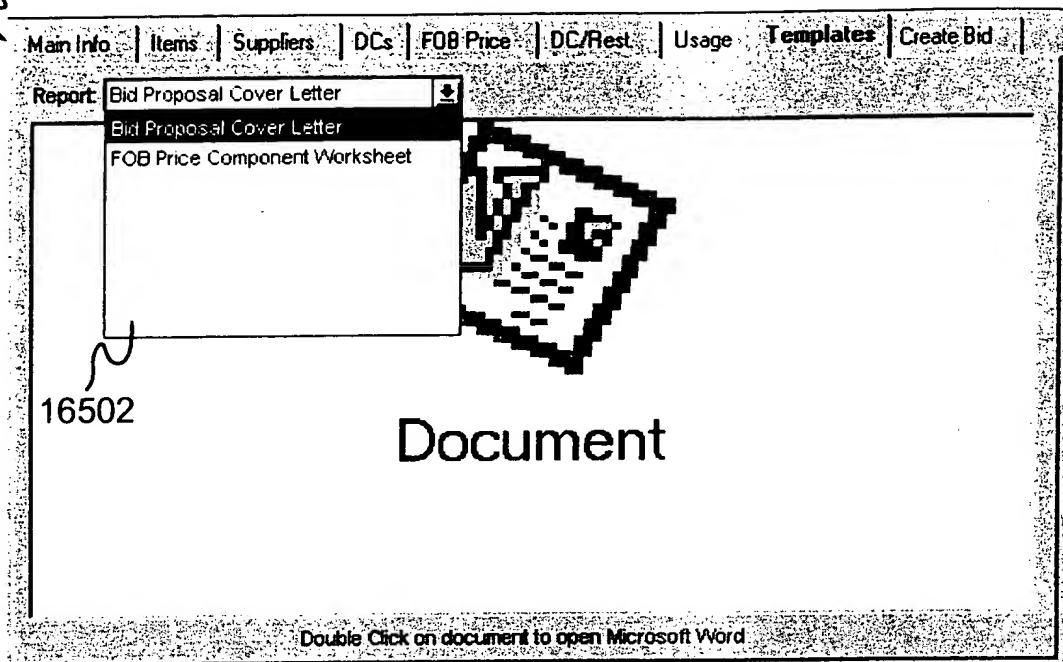


FIG. 165

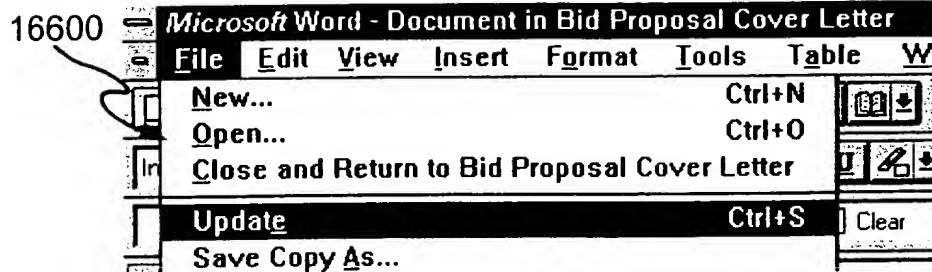


FIG. 166

09815463-070601

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>

Cost	
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
Truckload Freight Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>

Blank Sheets	
Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
Truckload Freight Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

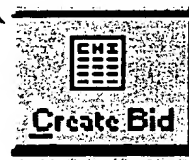


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	Restaurant Services, Inc. Item Information Worksheet ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169

17000

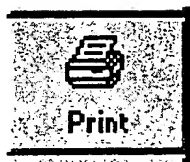


FIG. 170

17100



FIG. 171

17200

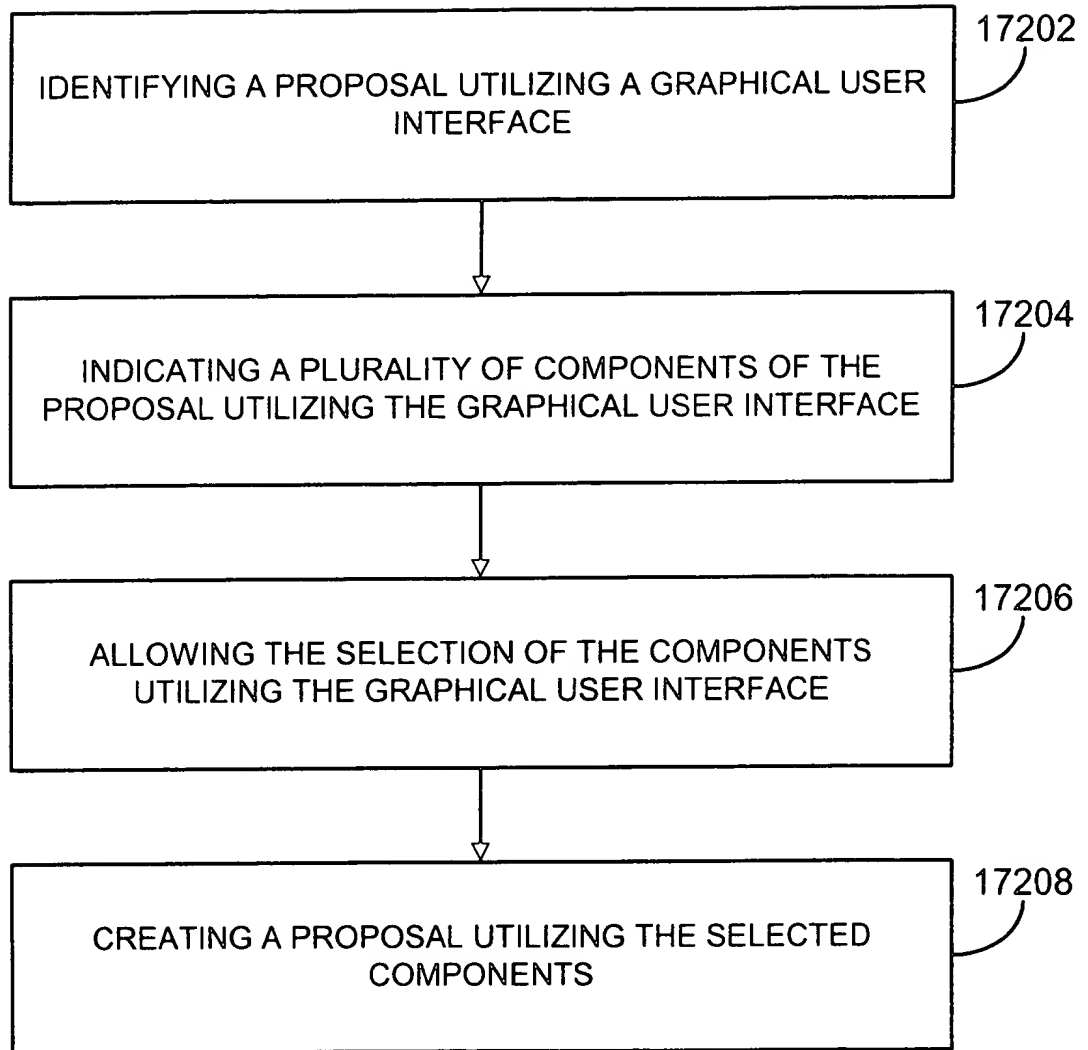


FIG. 172

09815463-070601

09815463-070601

17300



FIG. 173

17400

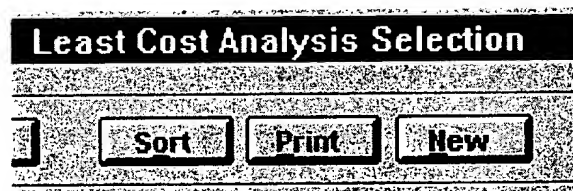


FIG. 174

17500

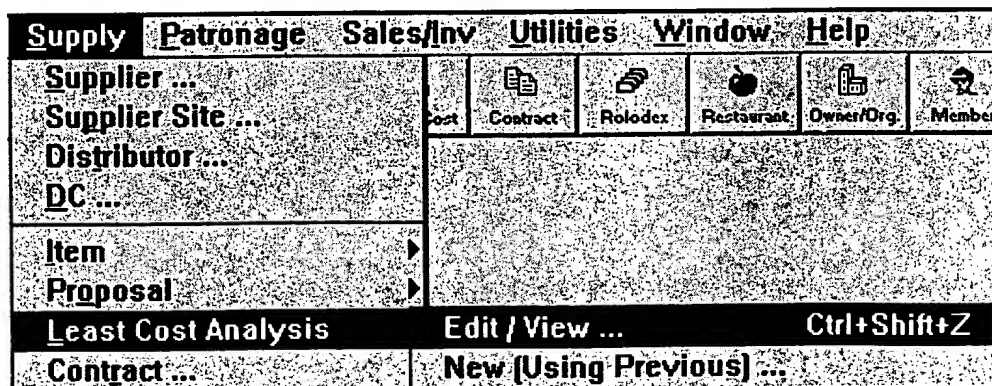



FIG. 175

Bid Proposal Name:	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	


17600


FIG. 176

09815463-070604

17700

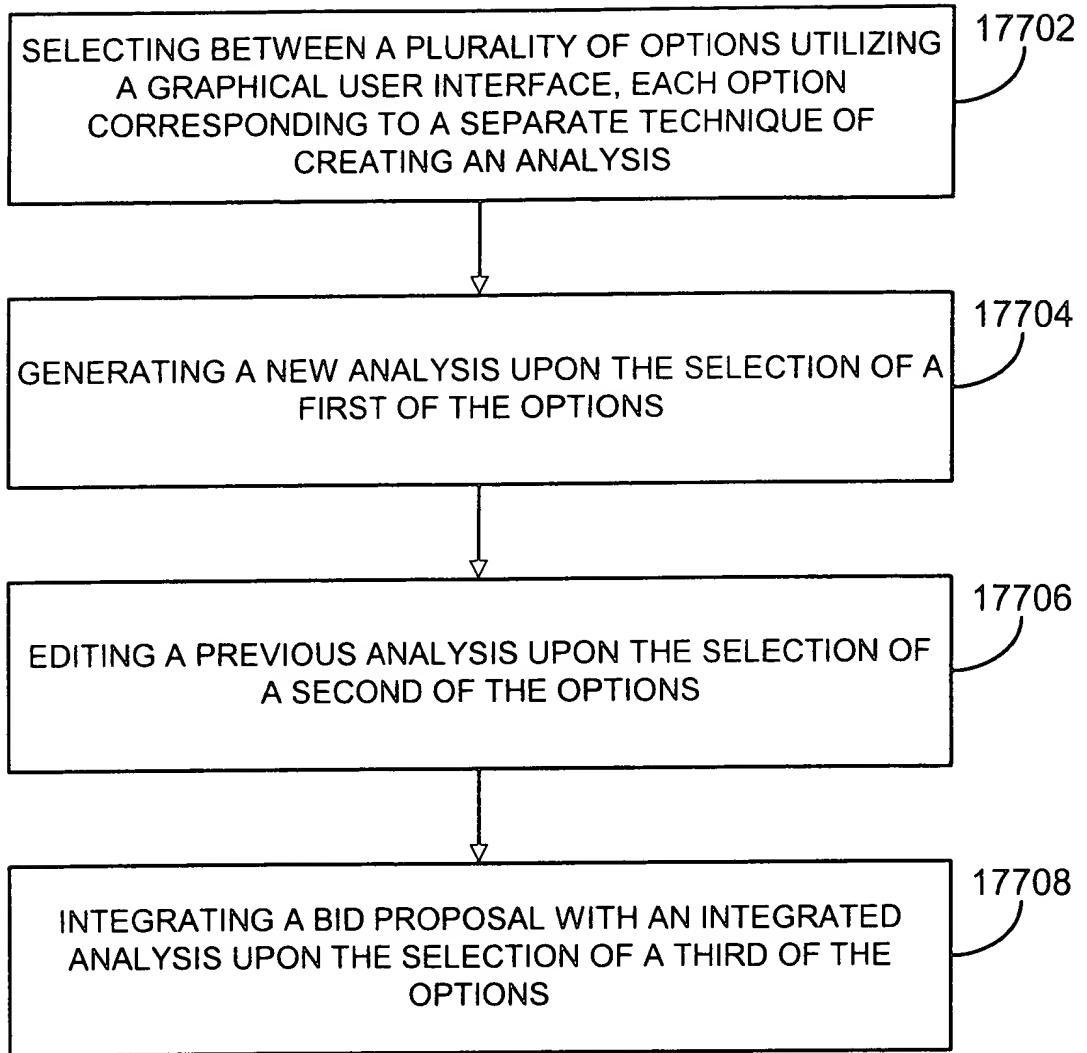


FIG. 177

09815463-070601

0945463-070601
T09070-E945463

17800

Analysis Name:	Hash Brown Actual		
Analysis ID:	1036		
Buyer:	Dennis Clabby		
Period of Agreement:	10/1/97	THRU	9/30/98
Unit Of Measure:	CASE(S)		

FIG. 178

17900

Version (1) of (9)		Base version
What is the max # of FOB points to allocate to each DC ?	One FOB	
What is pricing method for this version ?	FOB + Freight	
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000	
Override RDC Truckload Validation?	No	
Solution Strategy:	Standard	Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

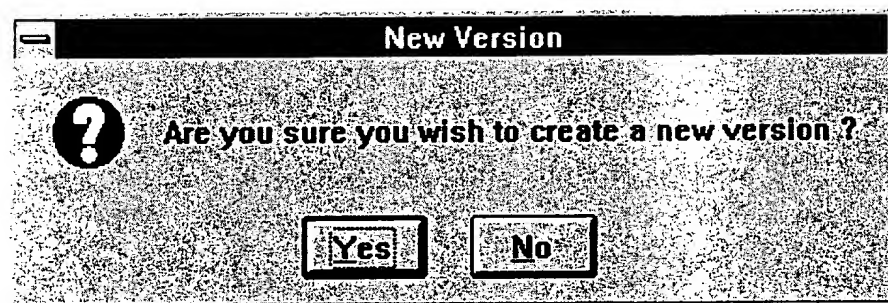


FIG. 181

FIG. 180

18200

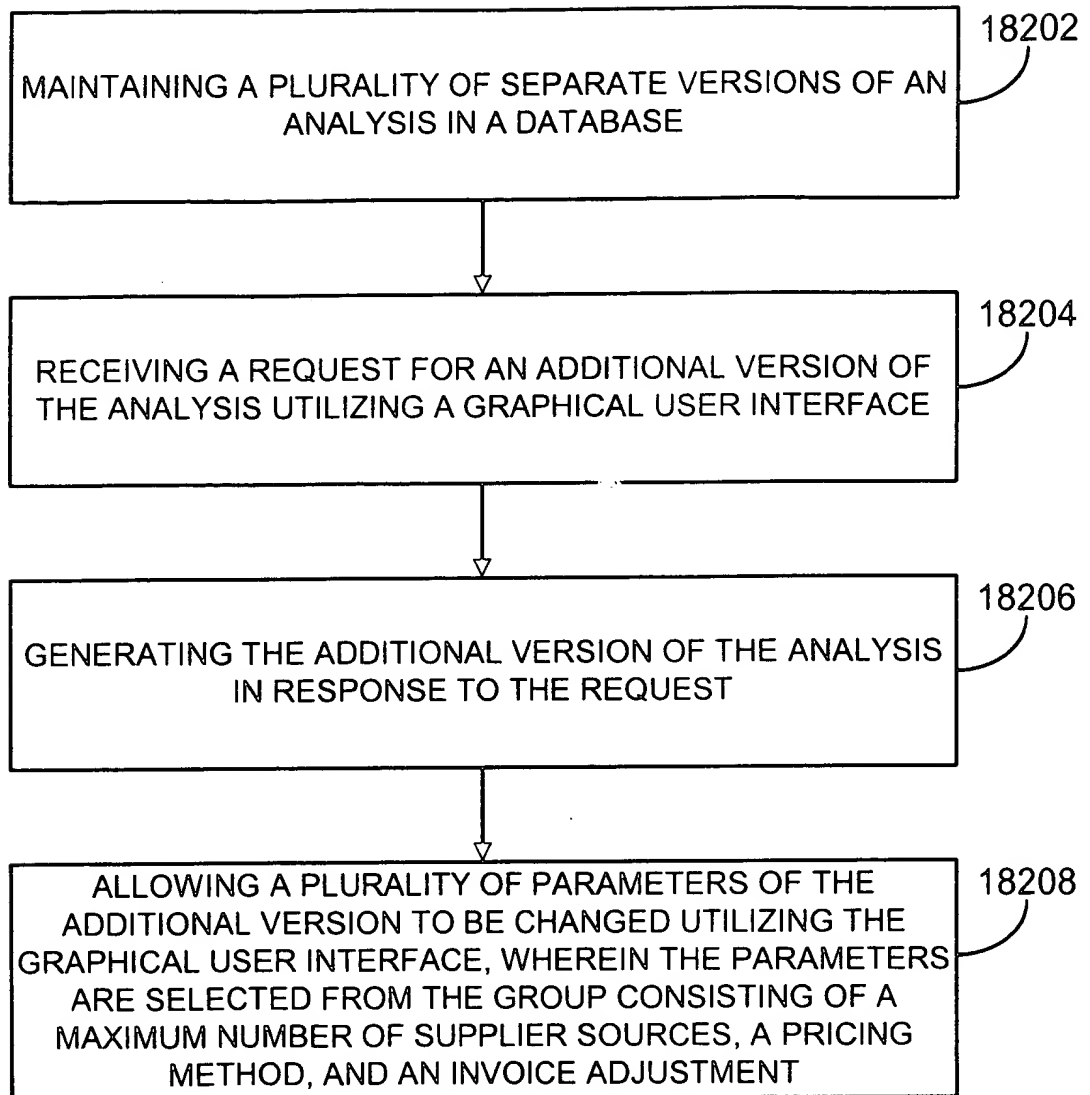


FIG. 182

09045463-070604

18300

Search

Query

Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

0915463-070601

18500

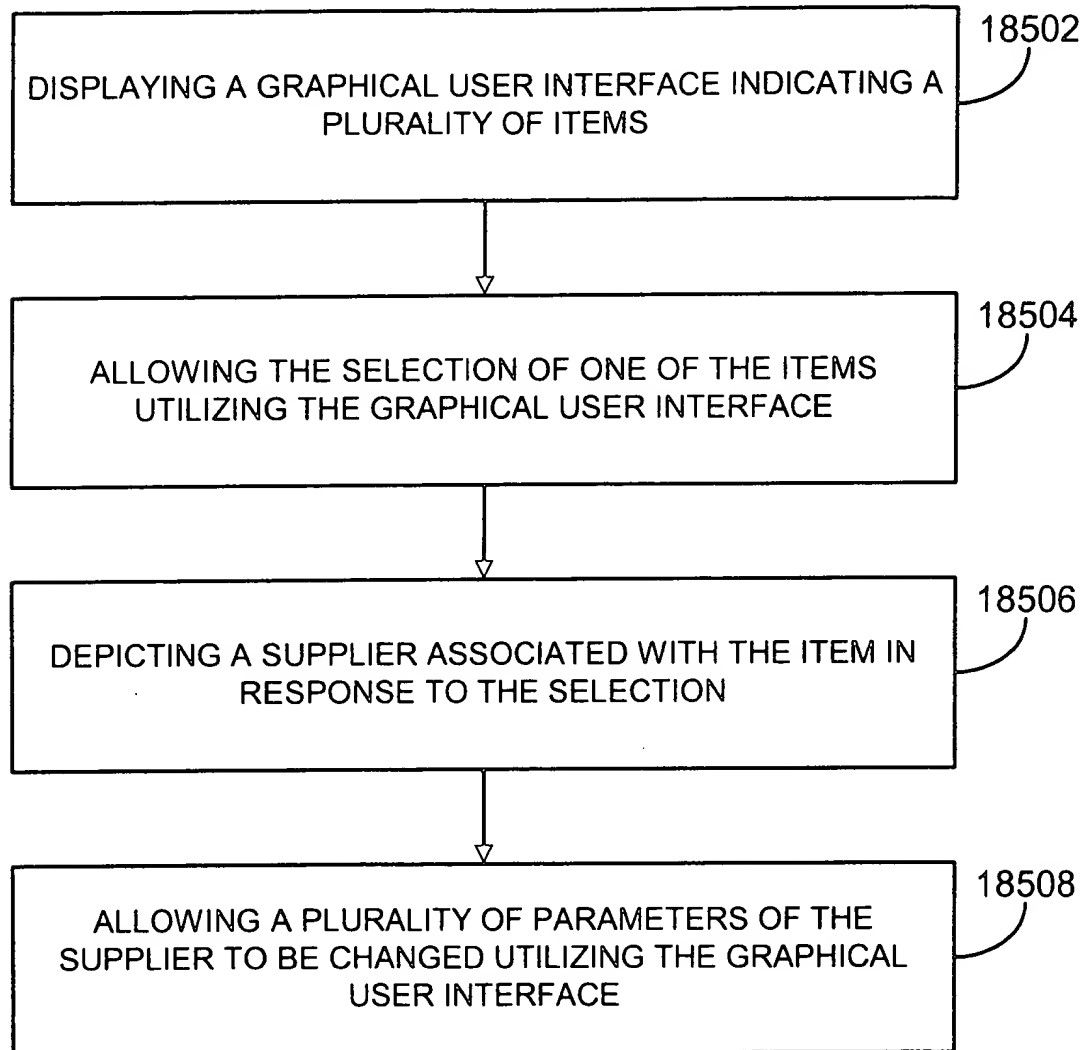


FIG. 185

09815463-070601

09815463-070601

18600



Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M:	INCH(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

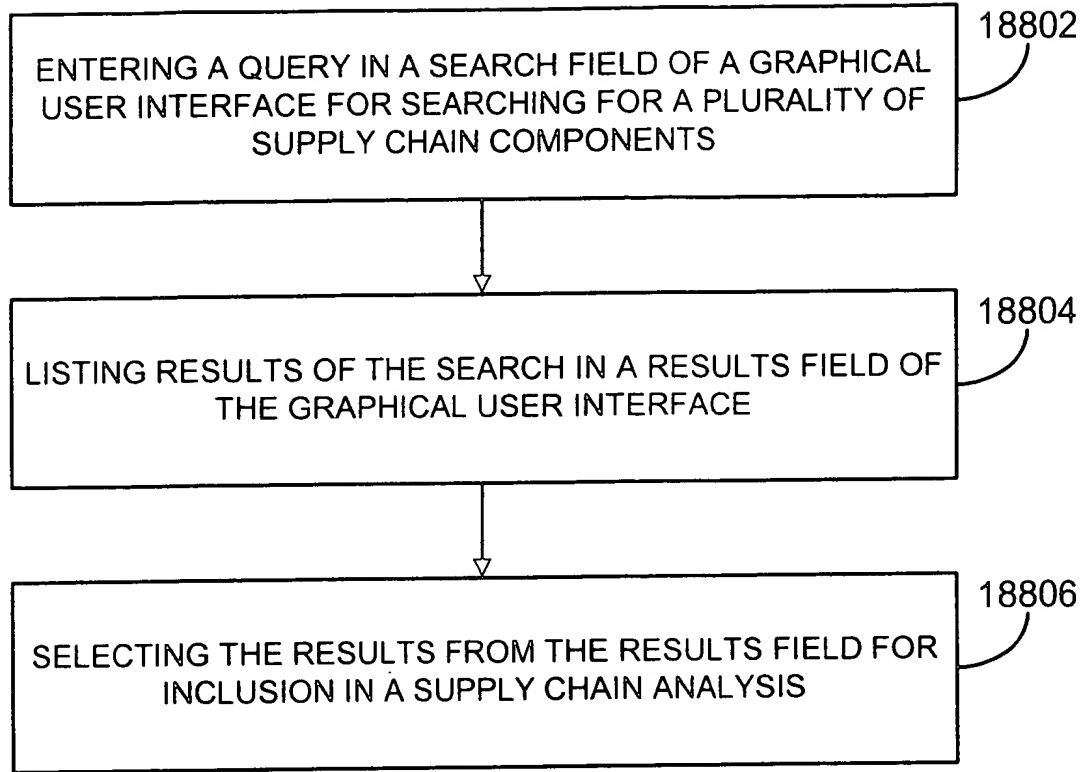


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

T09070" E945T860

19100

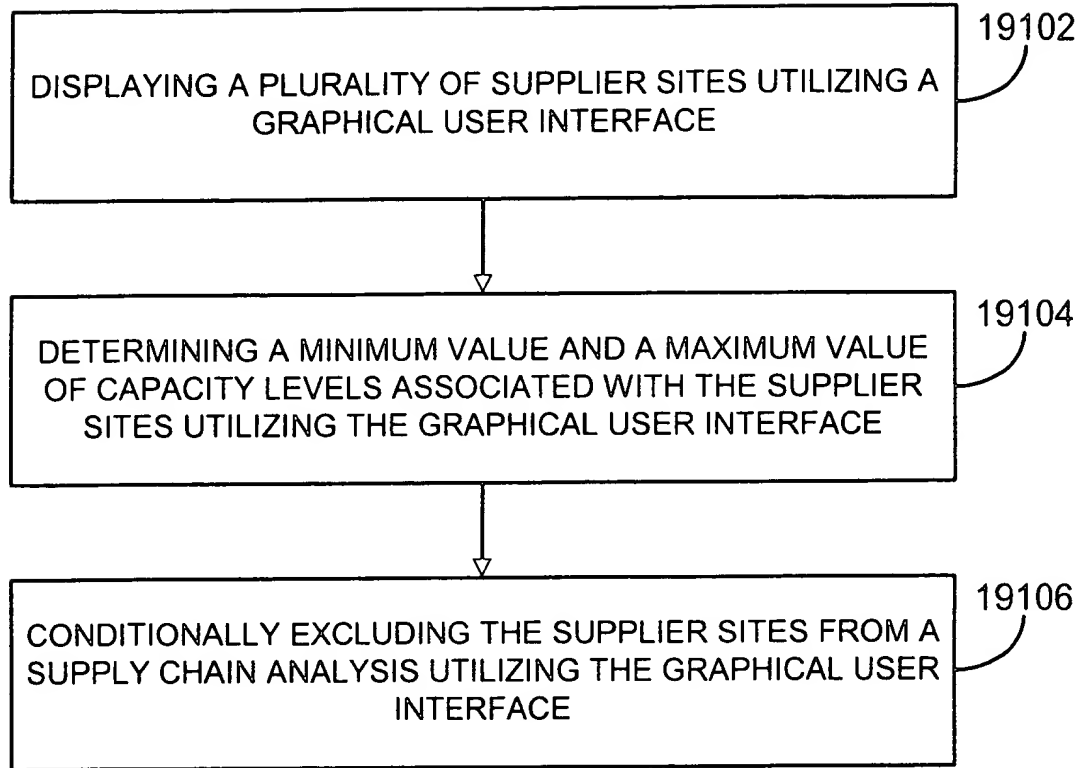


FIG. 191

FIG. 191

09020 ESTB00

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

09815453-070601

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

FD9020" E945T860

19600

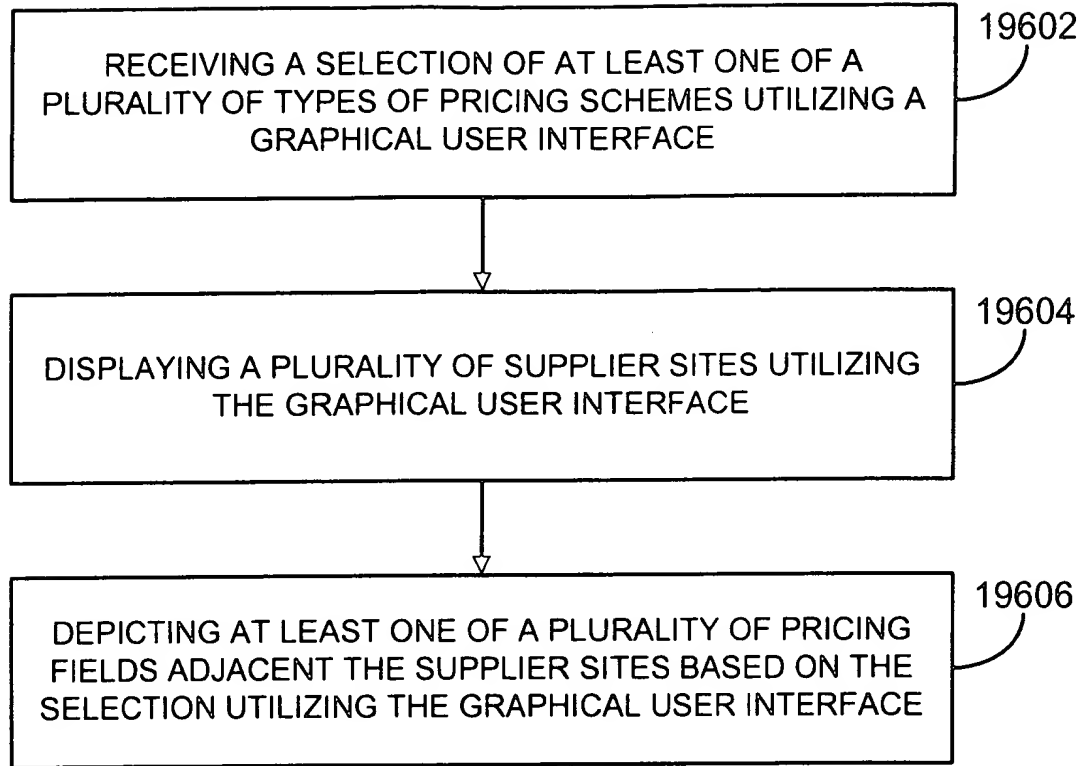


FIG. 196

FIG. 196

09815463-070601

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item		Item Growth %		Usage Period		
CHICKEN-PATTY		.0.00				
Distribution Center	Previous Usage	Projected Rest. Count	Conv. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

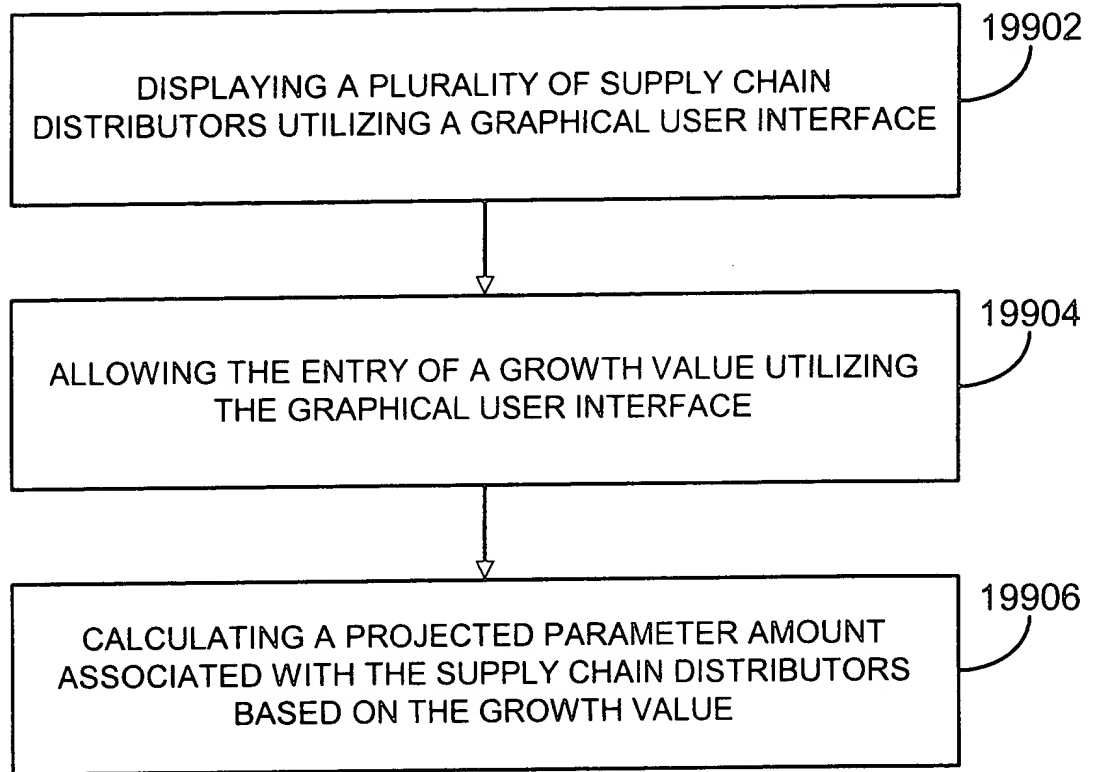


FIG. 199

09815463.070601

20000

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction			Honor TL Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVEPOST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVEPOST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200


20100

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction			
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded	
AMERISERVEPOST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded	

FIG. 201

20200

Invalid Selection


AMERISERVEPOST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

T09070"E945T860

20300

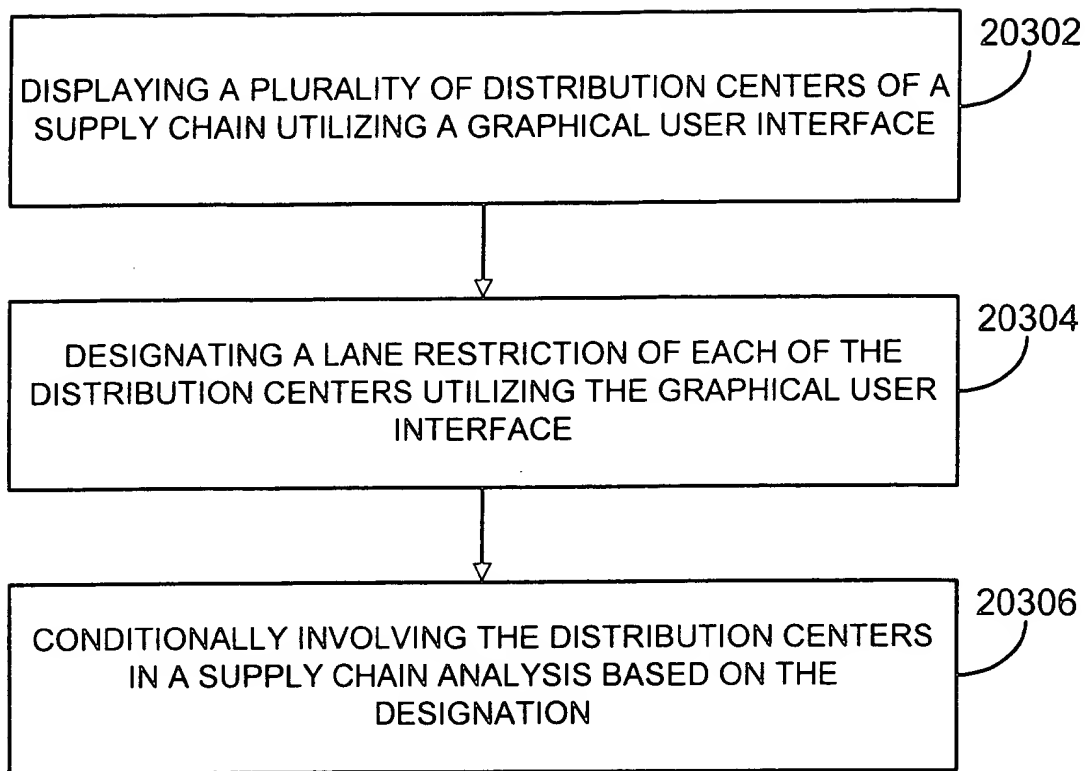


FIG. 203

FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB WESTON, INC-AMERICAN FALLS ID		American Falls	ID 83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR		Fort Smith	AR 72904
TYSON FOODS-GREEN FORREST AR		Green Forest	AR 72638
TYSON FOODS-RUSSELVILLE AR		Russelville	AR 72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

09815463 070601

20600

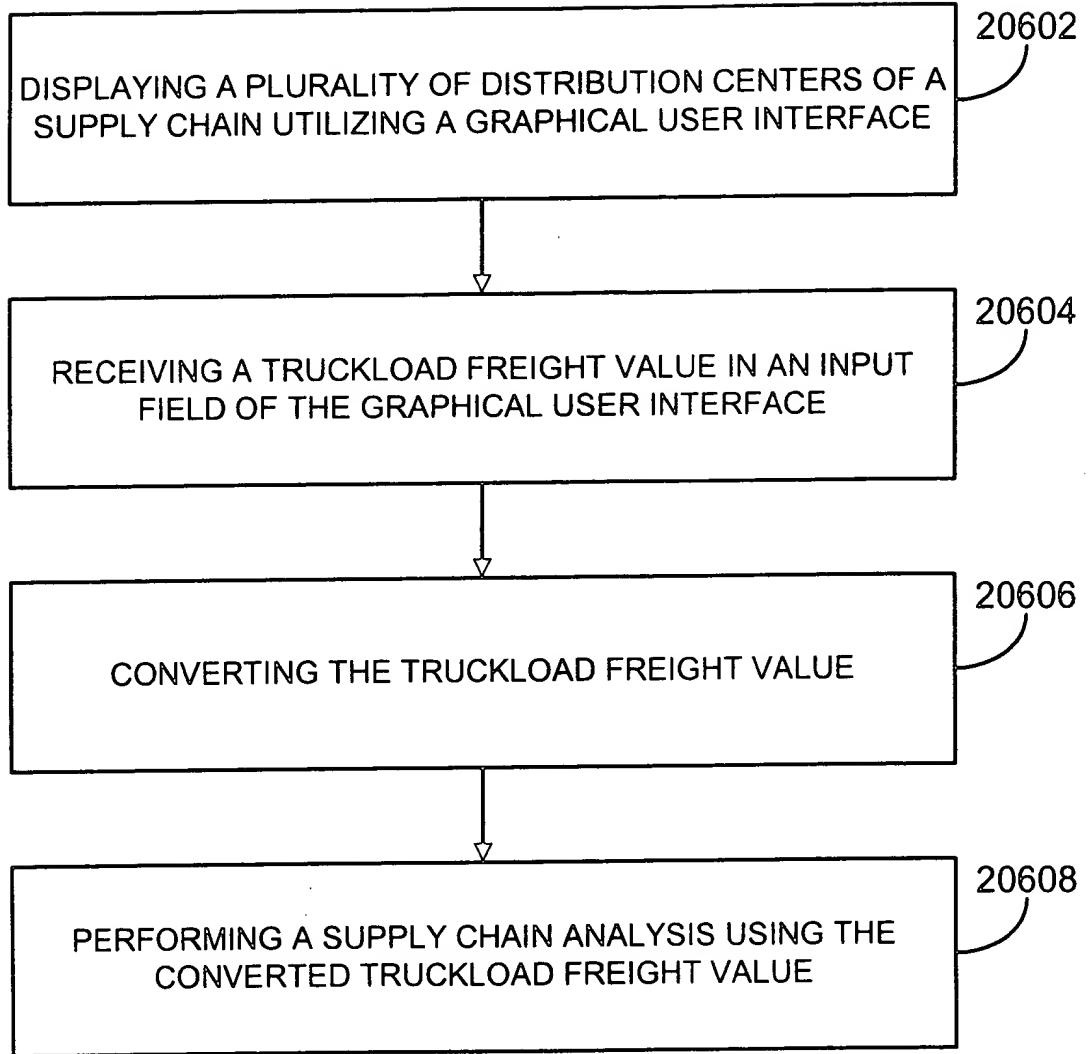


FIG. 206

09015463-070604

09815463.070601

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

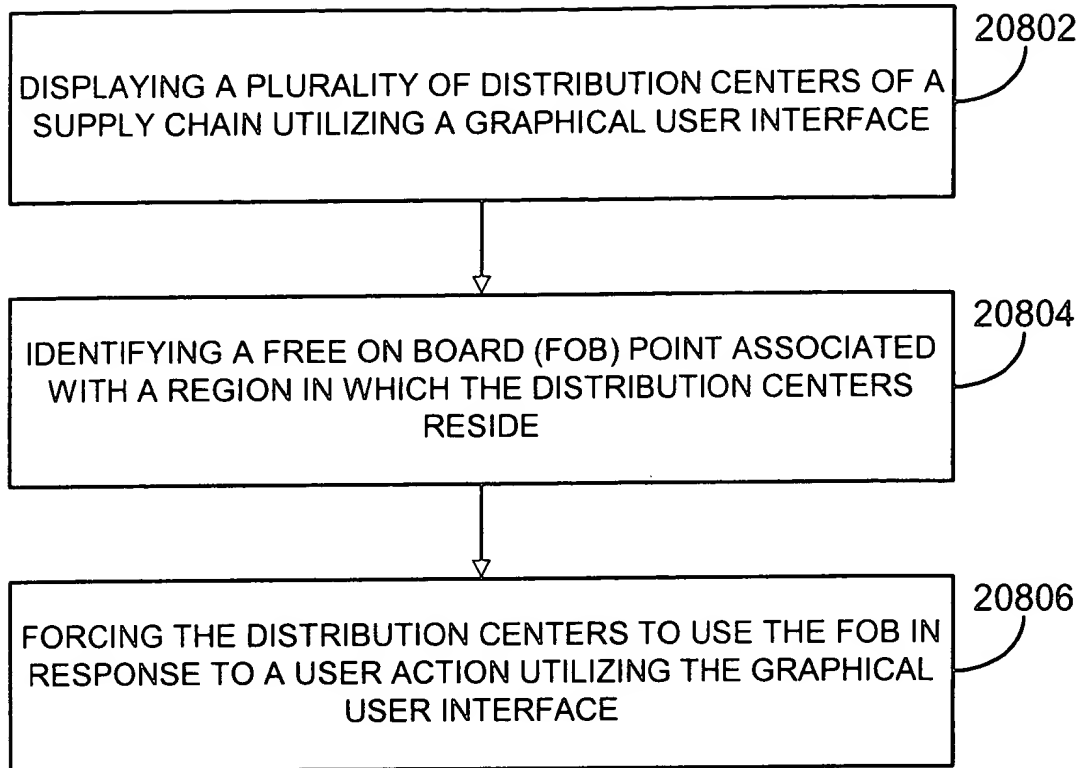


FIG. 208

09815463-070601

20900

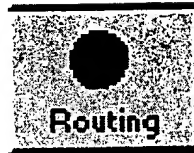


FIG. 209

21000

Report Selection		Report Name:
Report Type:	Optimal Product Routing	Freight Information Provided
Report Parameters:		Freight Information Provided
Supplier:	(All)	LTL Routing Grid By Lane
Supplier FOB:	(All)	Routing Results By Lane
Distribution Center:	(All)	Routing Results By Lane, Item
Version:	Base Version	Routing Results w/ RDC Breakout By Lane
		Routing Results w/ RDC Breakout By Lane, Item
		TL Freight Variance Analysis

FIG. 210

00015463-070604

21100

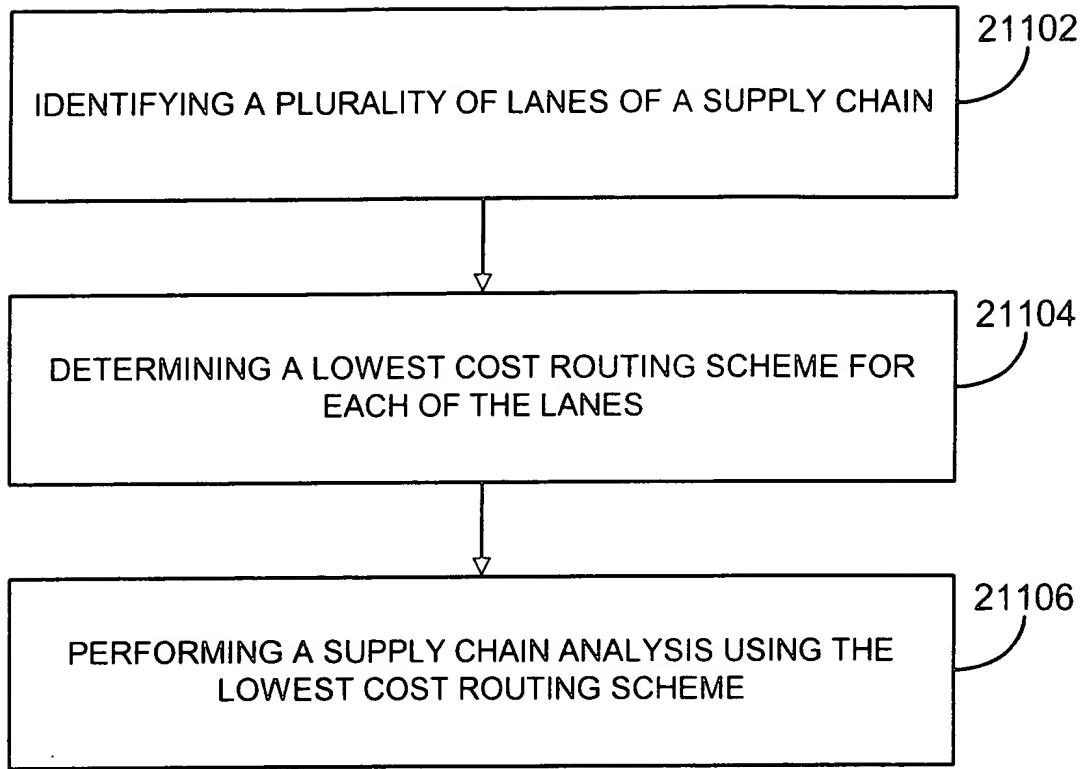


FIG. 211

09815463-070601

21200

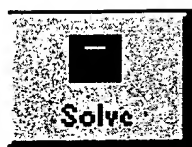


FIG. 212

21300



21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions: Base version
With LTL riding with CCF, forced TL
LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

09815463-070601

22000

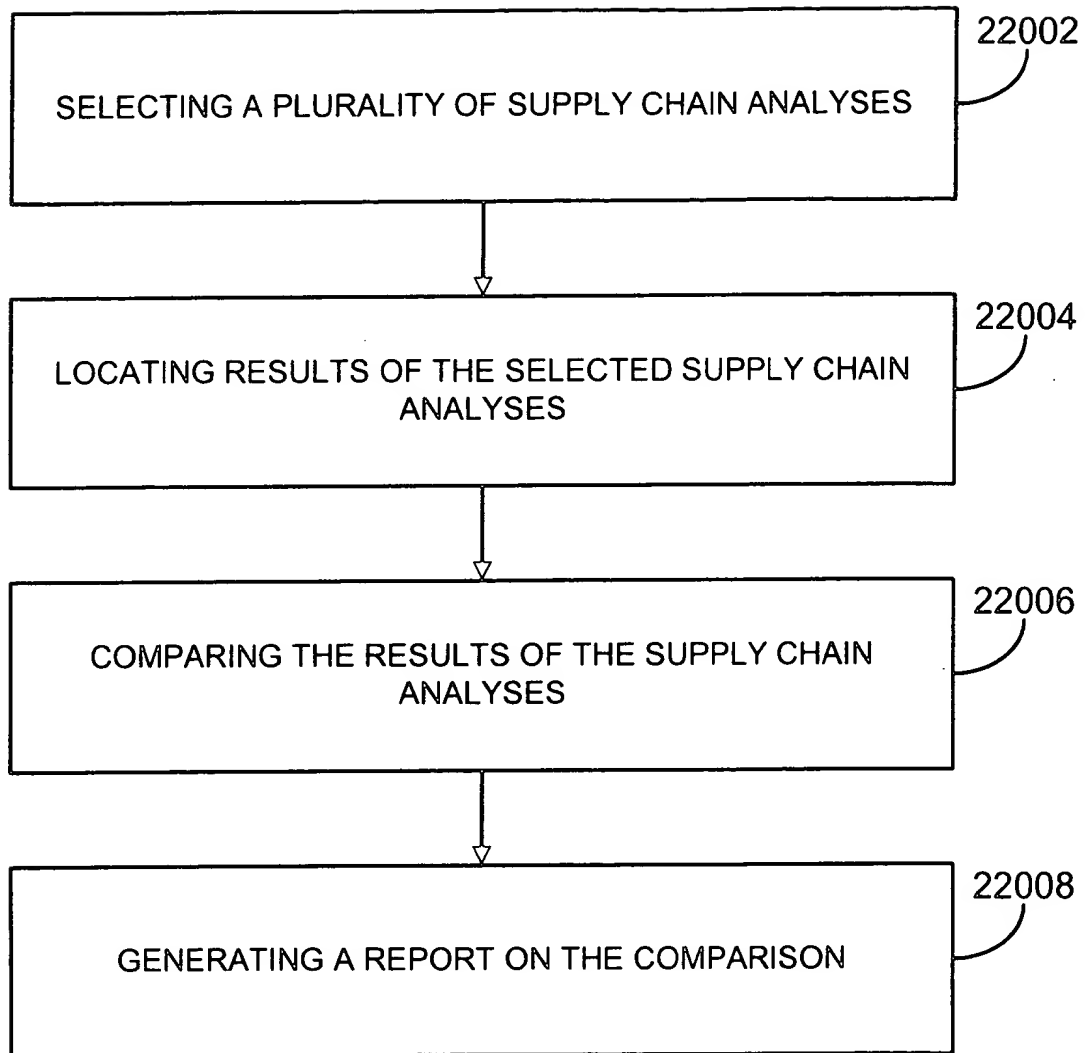


FIG. 220

109020-0945T860

22100

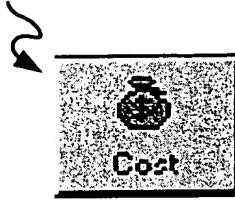


FIG. 221

22200

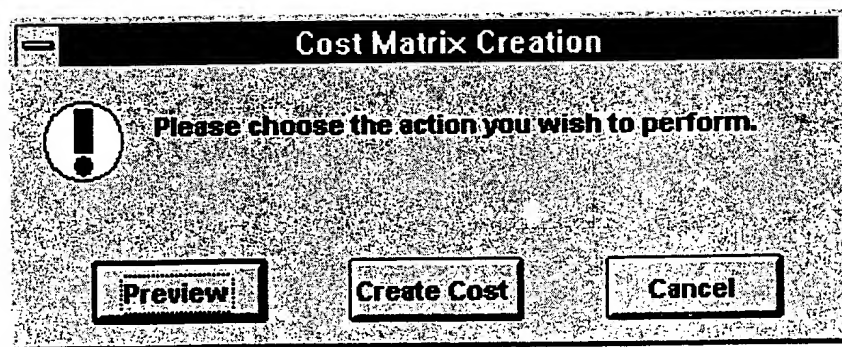


FIG. 222

09815463.070601

Supply	Patronage	Sales/Inv	Utilities	Data	Options
Supplier					
Supplier Site					
Distributor					
DC					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98													
General Info Pricing Freight Formulas Block Cost Adjustments													
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	BMP AUS 30% LEAN	Lean Fine Trbr Beef	
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.0000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.0000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

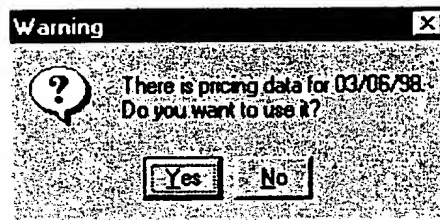


FIG. 226

22700

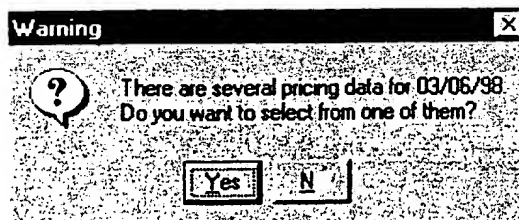


FIG. 227

FO9020"E9451860

22800

Formula Pricing Selection [X]

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98 [Icons]

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

109070-EST860

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total	
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2871	0.2000	0.1949	0.1400	0.1368			0.1880	0.2134	0.4000	0.3924	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139	0.9941
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3548	0.9866
S&C-1	0.2414	0.2200							0.2179	0.2026	0.2179	0.2153	0.9721
SER-1	0.3250	0.2926							0.1750	0.1951	0.3650	0.3571	0.9684
TEX-1	0.3090	0.2766							0.3410	0.3802	0.2500	0.2452	0.9916
WHI-1	0.3250	0.2958							0.1750	0.1969	0.3650	0.3608	0.9765
WIS-1	0.3325	0.2977							0.4675	0.5165	0.1000	0.0988	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?							
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>							
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>							
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>							
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>							
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>							
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>							
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>							
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>							

FIG. 231

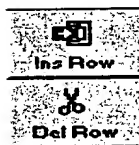
23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300

23302

FIG. 233

23400



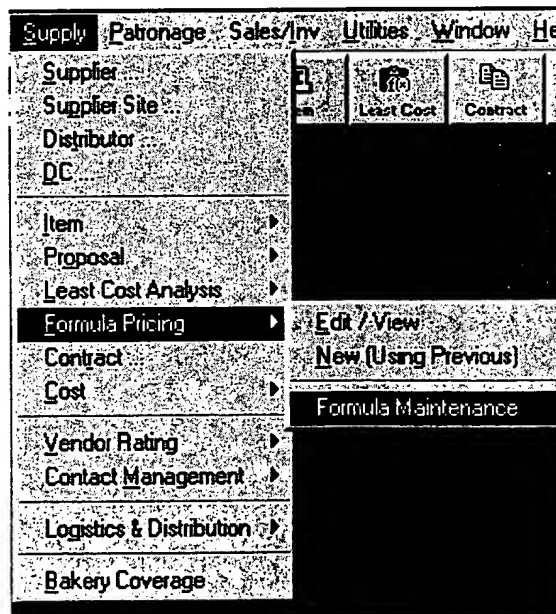
FIG. 234

00815463.070604

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235



23600

FIG. 236

09815463-070601